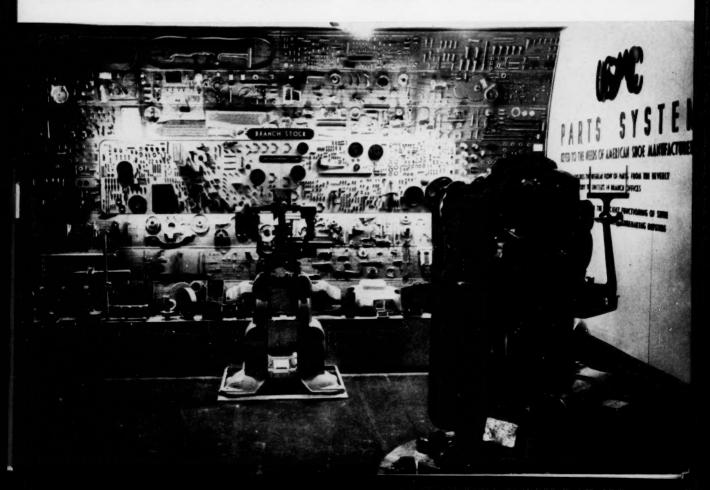


NOVEMBER 14, 1953

#### United's Shoe Machinery Parts: 40 Million A Year





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NATIONALLY ADVERTISED SHOE PRODUCTS

## INDUSTRIAL PRODUCTS DIVISION

#### Coming Events

Nov. 15-18, 1953-Semi-annual Parker House Shoe Show. Showing of spring and summer 1954 lines to New England shoe buyers. Sponsored by Boston Shoe Travel ers Association. Parker House, Boston.

Nov. 29-Dec. 3, 1953-Popular Price Sho Show of America showing of footwear for Spring and Summer 1954. Sponsored by National Association of Shoe Chain Store and New England Shoe and Leather Asso ciation. Hotels New Yorker and McAlpin. New York City.

Feb. 14-16, 1954-Factory Managemen Conference. Sponsored by National Sho Manufacturers Association. Netherlands Plaza Hotel, Cincinnati, O.

February 27-March 2, 1954-Allied Sho Products and Style Exhibit for Fall and Winter 1954. Hotel Belmont Plaza, New York City.

March 1-2, 1954—Showing of American Leathers for Fall and Winter 1954. Spon sored by Tanners' Council of America. Waldorf-Astoria, New York City.

April 25-28, 1954-St. Louis Shoe Show.

sponsored by St. Louis Shoe Manufacturers Association, Leading St. Louis hotels.

May 10-11, 1954-Annual Spring Meeting of National Hide Association. Sheraton-Cadillac Hotel, Detroit, Mich.

May 13-14, 1954-Annual Spring Meeting of Tanners' Council of America. Bedford Springs Hotel, Bedford, Pa.

June 7-10, 1954-Annual Convention. American Leather Chemists Association. Bedford Springs Hotel, Bedford, Pa.

Aug. 31-Sept. 1, 1954-Showing of American Leathers for Spring and Summer 1955. Sponsored by Tanners' Council of America. Waldorf-Astoria, New York City.

Oct. 24-27, 1954-National Shoe Fair. Sponsored by National Shoe Manufacturers and National Shoe Retailers Associations. Palmer House and other Chicago hotels.

Oct. 28-30, 1954-Annual Fall Meeting of Tanners' Council of America. Edgewater Beach Hotel, Chicago.



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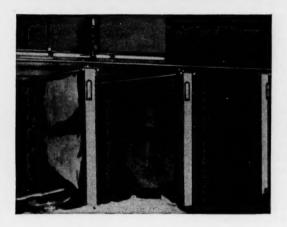
#### THE "HOTTEST"

#### **NEWS IN THE**



#### **LEATHER INDUSTRY**





\*Trade Mark and U.S. and Foreign Patents applied for.

# "SECOTHERM" HOT PLATE DRYING UNIT

FOR PASTED LEATHER

We've been supplying equipment to the leather industry for a great many years, and honestly can't remember when anything has taken hold as quickly as the new Proctor "Secotherm" hot plate drying unit for pasted leather.

And little wonder. Its simplicity is amazing . . . and its performance astounding.

For one thing—it reduces the drying cycle to minutes instead of hours—for pasted side leather, calf skins, goat and sheep skins and splits.

Pasted leather is "slicked out" against the enamelled plates which form both sides of this unit. Both working surfaces (5'8" by 11'6") are maintained at a uniform, pre-set temperature by a mass of hot water contained between the two plates. Rapid drying is effected by conducted heat (which in no way affects the leather), rather than by the slower, conventional method of convected heat from circulated air.

Because uniform temperature is maintained in the heated surface, the rate of heat transfer is uniform over the entire working area, resulting in the greatly reduced drying cycle.

Although it is especially applicable to small tanneries—the unit is meeting with the same enthusiastic response in all sized tanneries.

Since there are no moving parts or motors and the unit is self contained, the initial investment is so low that one or more units may be installed for experimental work or production!

Write for information today—and you'll see why this unit is the hottest news in the industry!

PROCTOR & SCHWARTZ · INC ·

7th STREET & TABOR ROAD . PHILADELPHIA 20 . PA .

Dryers far posted or taggled leather a Pole and hook type dryers a Washers, extractors, and dryers for cattle hair a Rotary spray and dryers for leather finishes.



The traditional "opposition" of labor and management stems from a vital but long-hidden fact. It boils down to

#### PLUS VERSUS MINUS

NE of the most vital issues facing the shoe and leather industry today is the matter of labor negotiations. In past years, with the national economy on the steady rise, wage negotiations have been pretty much automatic, and we have now reached the seventh and eighth "rounds" of wage increases.

Now, however, with the economy having reached a comparative leveling off status, with defense spending due for a shaving, production pipelines filled, and most basic consumer needs fulfilled, management and labor face the big test of "where do we go from here?" The previously "automatic" wage boosts will become less automatic in management's effort to hold costs down so that prices may function in the more intensely competitive atmosphere ahead. As a result of this impending greater resistance to wage increases by management, the "public relations" of industry is going to face the most potent challenge in many years.

Now, one thing that management

Now, one thing that management has overlooked in its labor relations is this vital fact:

#### Plus Versus Minus

In all labor-management relations, labor starts out on the *plus* side while management starts out on the *minus* side.

Organized labor is founded on the principle of getting things that people want: more money, shorter hours, longer vacations, hospital and insurance benefits, etc.

Management functions on the principle of holding its costs to a minimum, and thus operates on the principle of resisting the things the people want which at the same time result in increased costs; in short, resisting wage increases.

Now, therein is a tremendously vital sociological and psychological fact: the opposition of two forces, one positive, the other negative.

In analyzing the conflicting nature of those two forces—one positive and the other negative, one for and the other against—it is easy to see that public sympathy invariably falls in favor of the positive group—the group organized for the purpose of trying to get more of the things that people want. And likewise, the public in principle can be expected to be less sympathetic toward the group (management) whose function it is to resist giving people (labor) more of the things it wants because these "things" add up to higher costs and hence higher prices.

#### Over A Barrel

The end result is that management finds itself over a barrel: damned if it does, and damned if it doesn't. If it offers little or no resistance to wage (and hence cost) increases, it finds the prices of its products forced upward where they meet public reaction in terms of reduced purchasing and accusations of profiteering. If it resists or refuses demands for wage boosts, it stands the threat of costly strikes, worker dissension, the claim of holding wages at depressed levels, etc.

This situation in which management finds itself is as old as the first employer-employe relationship. However, the psychological undercurrent has long been concealed: the idea that labor starts out with a plus sign (the positive approach) in its favor, while management starts out with a minus sign (the negative approach) that works to its disadvantage in terms of public relations.

Now, management can expect to remain trapped in this corner so long as it continues to remain passive about this vital psychological and sociological force working to its disadvantage. Management can spout about the advantages of the free enterprise system, our high standard of

living, high worker earnings, and other basic elements of the "American system." But in so doing it doesn't change its fundamental position one iota in public opinion: the fact that management in principle is dedicated to the job of resisting all cost increases (and hence wage increases) as opposed to organized labor which seeks to give its people more of the things that people want.

There appears to be only one fundamental escape from this trap. Management must switch from its traditional position of the defensive to one of offensive. In short, to take the initiative whereby its aims and actions are changed from negative to positive.

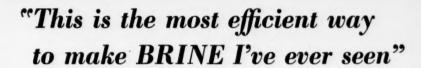
How is this done? By management (on a company basis) working out a "cooperative" program with labor. Companies in many industries have worked out such programs where a working understanding and operation is effected between labor and management—a long-term plan where the annual negotiations are no longer necessary; where there is no yearly meeting of "opposition" forces and philosophies wherein the "fors" haggle with the "againsts."

#### To Earn A New Role

If management is to earn a new role in public opinion it obviously can't use its traditional approach, the negative stance of resistance. What's called for is a shift in philosophy: management taking the initiative to institute the cooperative approach. This greatly diminishes the age-old opposition of forces between labor and management, replaces it with teamwork wherein the responsibilities of both parties are clear-cut.

Reprints at nominal costs: Up to 100, 10c each; 200-500, 5c each; 1000-3000, 2½c each; 5000 or over, 1½c each.

# THE LIXATE BRINE PRINCIPLE STORAGE DISSOLUTION DISTRIBUTION DISTRIBUTION



Simple Installation Cuts Handling and Labor Costs — Automatically Makes and Delivers Constant, 100% Saturated Brine to Any Point in Your Plant at the Twist of a Wrist.

THE HEART of the Lixate Process—developed by the International Salt Company—is the Lixator. Basically speaking, you put Sterling Rock Salt in the top of the Lixator—and you pipe brine out the bottom to any point you want it.

The Lixator can be located near the point at which salt is unloaded rather than at the point of use—because inexpensive pipe will take the brine to where you want it. This eliminates costly handling from the point of entry to the point of use.

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This is crystal-clear brine—more pure because it lacks the impurities and foreign matter so often picked up when manhandling salt.

It all adds up to the Lixate Process being the most efficient, most economical way for you to make brine.

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#### HOW THE LIXATOR WORKS

- Sterling Rock Salt is stored right in the hopper of the Lixator. Automatically, it feeds by
- the Dissolution Zone where water dissolves the rock salt to 100% saturated brine.
- Gravity then filters the brine through a bed of undissolved rock salt and
- 4 it flows, or is pumped, through the pipes directly to where you need it!



FOR MAKING BRINE

\*Reg. U. S. Pat. Off.



United's vast plant at Beverly, Mass., housing its extensive research laboratories, and where 40,000,000 shoe machine parts are turned out annually for the industry.

#### 40 MILLION SHOE MACHINE PARTS

That's the annual output of United Shoe Machinery's vast parts plant — the largest job machine shop in the world.

r will probably come as a surprise to the U. S. shoe industry to learn that one of its companies—United Shoe Machinery Corp.—operates the largest job machine shop in America, and perhaps in the world. Out of this vast and complex operation pours over 40 million individual shoe ma-

chinery parts each year to keep the wheels of the two-billion-dollar shoe industry turning at top efficiency.

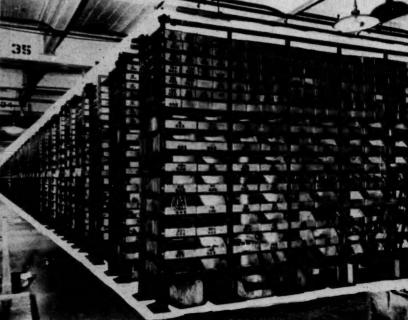
Most shoe manufacturers take their machines pretty much for granted, rarely stopping to realize the maze of engineering skills and components involved. For example, a standard Goodyear Outsole Stitching Machine, Model A, contains several thousand individual parts, all of which are designed to fit and function together with pinpoint precision.

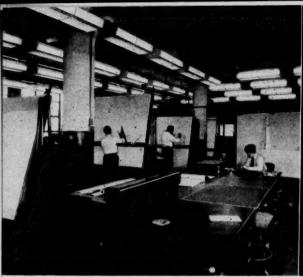
The parts department of United's huge Beverly, Mass., plant is a staggering enterprise. It might well be

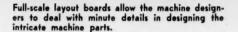
United's department that maintains the master drawings, tool drawings, and blue-prints for its tens of thousands of machine parts.

The parts bins. There are two rows of these, each a quarter mile long, with an inventory of \$15,000,000 in shoe machine parts.











Testing machine parts with an electronic microscope for exacting precision of each item.



Complex hookup of electrical instruments to record stress, speed, pressure and other performances of machine parts in operation.

called the lifeblood of the U. S. shoe industry, for any serious interruption of the flow of these millions of vital shoe machinery parts would certainly bring the shoe industry to an abrupt halt, bogging down shoe output to a hopeless standstill.

To keep United's 300 machines furnished with replacement parts in the country's shoe factories, the Beverly plant must produce some 110,000 different machine parts, many of which, singly or in combination, duplicate the intricate motions of the human hand. Those 110,000 different parts are more than the number of books in the average municipal library—more than the number of people found in all but 140 of America's cities.

To keep a steady flow of machine parts to the U. S. shoe industry, United has 14 branch offices as a network, situated in strategic shoe centers. Each of these branch offices carries an inventory of from 5,000 to 11,000 different parts (though the total number of duplicated parts runs much higher). Each branch maintains a four months' inventory as determined by consumption records for

A drilling machine, example of complex and costly equipment for making machine parts.

each area. Moreover, the selection of parts for branch stock depends upon the type and styles of shoes produced in each territory.

Only about two percent of orders for machine parts are needed instantly. The phrase "Machine down" on any order is the signal for urgency of delivery. These orders are filled the same day as received, and are dispatched by the fastest form of delivery.

Heart of United's network of shoe machinery parts supply is its Boston headquarters, which receives more than a thousand orders a day, principally for replacement and consumable parts. Urgent telephone orders received in one of United's branches are teletyped to Boston instantly. Within an hour or two the needed parts are on their way. At least 80 percent of all parts orders are shipped the day they are received. Only about three percent of orders can't be filled at once.

To fill all these orders so rapidly and efficiently requires, obviously, a system of utmost precision. United has built such a system, perhaps one of the most efficient in the world for an operation of similar size and character.

Over one million square feet of shelf, bin and storage area is needed to stock the millions of individual parts in the inventory. There are, for example, two rows of storage bins about 20 feet wide by about 12 feet high—and each running a quarter of a mile in length. These parts bins contain millions of machine parts, over \$15,000,000 worth of inventory for making or repairing United machines.

Of the 110,000 different machine parts used in the 300 different United machines, 40,000 are known as "standardized." These are washers, cotter pins, screws, nuts, bolts, springs, etc. which have general usage in a number of machines. But the other 70,000 parts are strictly shoe machinery parts and each is usually individual to a particular machine.

United's inventory at Beverly, from which parts are taken for assembly of new machines or for replacement purposes, is equal to \$13,500 worth of parts for every shoe factory in the U. S. leasing United's shoe machin-

A cam-cutting machine does carefully controlled work on a cam for the Heel Seat Lasting Machine. Metal shavings pour from this heavy equipment in producing the thousands of different small machine parts.





#### NOW...GET BETTER, EASIER, FASTER WORK

For shoes which are to have uniform sole edge extensions, the improved design and smoother operation of the new LSC Rough Rounding Machine - Model B means work of uniformly high quality, increased production, and greatly reduced operator fatigue.

#### IMPORTANT FEATURES ARE:

- Higher speed increased production.
- Internal splash lubrication system reduces parts wear to minimum.
- Positive clamp feed no tendency to

back feed - handles materials of any type up to 48 irons in thickness.

- Auxiliary feed roll sets up surplus stock for a clean, sure cut.
- Positive control of knife motion no tendency to "lash" or over-run; much less need for sharpening.
- Balanced crankshaft extremely quiet, smooth operation with sharp reduction in operator fatigue.
- Easily adjusted crease guide—changes in extension quickly set.

Contact your United branch for additional details.

**United Shoe Machinery Corporation** 



Now that Government via National Labor Relations Board has announced International Fur and Leather Workers Union is first to feel brunt of its Red-union drive, IFLWU has countered. Union petitioned U. S. District Court in Washington, D. C., to set aside Labor Board's latest ruling on grounds ruling "vitiates the presumption of innocence."

Labor Board ruled that it is withholding action on all union petitions for board representation action wherever union officers are under indictment for filing false non-Communist affidavits (See L&S issue of Nov. 7: Ben Gold—Bull's-eye in Government's Red-Union Target). Board also ruled it will withhold certification of such union even if it wins representation election petitioned for by employer or another union.

IFLWU has refused to proceed in consent election scheduled for Nov. 5 at Michigan Tanning & Extract Co., Boyne City, Mich., affiliate of Howes Leather Co. This is due to fact Labor Board declared it would not certify leather union even if it bettered two rival unions. Board says this amounts to withdrawal of consent to election, has cancelled election to hold new hearing. And so it goes.

Looks like U. S. has reached top of cattle eycle. At least, Department of Agriculture experts feel nation will not go much above current 93-94 million head. Experts look for figures to remain stable in 1954 with total marketing about same as this year.

Outlook is for increased price stability next year. This is report of National Hide Association. One reason is beef consumption, now at record high of 75 pounds per capita and expected to remain there next year. But cattle prices are expected to remain on the high side. And meat accounts for 26c of every food dollar spent by U. S. housewife.

Don't look for hide supply to tighten in '54. Federally-inspected cattle slaughter in first 10 months this year reached 14 million. Calves accounted for another 5 million. Combined kill expected to reach 35-36 million this year, probably 37.5 million next year. This year's cattle and calf slaughter is currently running 35% above last year. And export balance of one million cattlehides for the year won't make that much difference in available domestic supplies.

Charming 15-page book on leather now being circulated by British Leather Federation. Title

is "British Cowhide Leathers," and book uses a total of 34 cuts to illustrate its points on the manufacture and uses of leather. Intriguing and different also is technique of pasting pictures onto pages, as in many children's books. Language is simple and brief, tells the story of British leathers used in luggage and leather goods.

Communist Hungary is out to get more and better shoes. A bulletin issued this week by Hungarian Legation in Washington points up new drive in Red-ruled countries to better the lot of its peoples—or at least, profess to do so.

Hungarian bulletin says country's experts are reviewing leather production technology to "bring it up to date." Not only is better quality sought but Government is "mechanizing a number of work processes . . . resulting in considerable improvement of quality as well as improving working conditions."

And listen to this: Bulletin says further "The footwear industry will manufacture more items, and of greater variety, from improved quality leather. In the third quarter of this year, more shoes with leather soles will be sold in the shops. The industry has already drawn up its plans for its spring output in 1954."

Thus report condemns more than it praises. In effect, it admits shoes are of poor quality, production techniques are inefficient, working conditions far from good, and shoes with leather soles a rarity. Nuclear-type soles used in Hungary and other Communist countries are far below quality of U. S. made soles.

Tannery sludge, long a waste problem of tanning industry may soon come into its own. At least, this is idea of Wesley P. Judkins, head of Horticulture Department of Virginia Polytechnic Institute. Judkins is running extensive tests on sludge "to see if the mixture may not be a good mulching material." Fact that sawdust-like mixture contains one and one-half percent nitrogen, a valuable soil fertilizing element, is point in its favor. Ordinary mulching materials such as straw, sawdust, hay, grass, etc. actually create nitrogen deficiency in soil. Tannery sludge would supply needed nitrogen instead of taking it away.

#### INDEPENDENTS' OUTLOOK HELD TOPS

#### JARMAN CITES GROWING RETAILER PROSPECTS

#### Says Trend Is Towards More Personal Service

The possibilities and opportunities for the individual shoe retailers, in relation to his competition, are greater than ever before, according to W. Maxey Jarman, chairman of General Shoe Corp., Nashville, Tenn.

Jarman was guest speaker at a breakfast meeting Nov. 9 of the Pacific Northwest Shoe Travelers in

Seattle, Wash.

The General Shoe head cited growing consumer preference for better grade merchandise and personal service as partial basis for his belief. "The chain stores business has been built on strictly a price appeal," Jarman said. "They are trying to change now, but they cannot get into the better grade field where the individual independent merchant is supreme.

"Consumers today are more interested in personal service than ever before. A chain store operation just cannot give the kind of personal service that the independent merchant

can "

#### Suburban Trend

Jarman pointed out the trend to the suburbs and decentralization of shopping districts brought on by the increased use of automobiles as another cause for shopping at the independent stores.

"The independent merchant can do a better job in studying local style preferences and in gearing his stock of merchandise to the kind of thing his customers want," Jarman said. "The chain store operator tries to do this, but it is extremely difficult with the great variations that are occurring all over the country today.

"There is another factor in the sales of the independent merchant. Years ago, the chain had a lower cost operation and could operate on a lower markup. The situation, for some reason, has changed completely. Chains today need a higher markup even than the independent merchant.

"The independent merchant, operating his own business, has less red tape to keep up with in the way of

government regulations, etc.

"Another important factor is that people want more and more to buy branded merchandise. They like to be able to say that they wear such and such a brand rather than to say that they bought merchandise at a certain chain store. The prestige factor is an important one in favor of the independent merchant."

Jarman said that chain stores, including manufacturer-owned retailers, have a much smaller proportion of the total volume of shoe business than the had in 1939. "Every manufacturer I know of—large and small—knows these facts and is gearing his whole operation to better serve the independent merchant. He is investing large amounts in national advertising, special instock departments for the retailer, all designed toward working with the independent merchants in a better way."

Jarman added that prospects for the shoe industry as a whole were the best in 20 years. He cited long range economic and international factors along with continued scientific developments that "will continue to increase the standard of living of people and that means the production and distribution of more goods."

#### POPULAR PRICE SHOW OFFERS STYLE FORECAST

A six-page illustrated spring and summer shoe fashion forecast is being mailed this week end to 7,000 shoe retailers and manufacturers, as an industry service of the Popular Price Shoe Show of America, according to Edward Atkins and Maxwell Field, co-managers.

For the first time, this publication is being sent to the industry prior to the PPSSA, which will be held Nov. 29-Dec. 3, at Hotels New Yorker and McAlpin. An attendance of more than 6,000 retailers and buyers is anticipated to inspect lines of footwear which will be displayed in over

800 hotel rooms.

The forecast, prepared by Ruth Hammer Associates, PPSSA Fashion Director, in consultation with industry style leaders, covers leathers, colors, and fabrics, and all major categories of men's, women's and children's footwear. The information represents a crystallization of important trends in popular price footwear and is generally regarded as the final basis on which the popular priced industry determines its fashion directions for next spring and summer.

The forecast contains the highlights of a fashion show which will be presented on Sunday and Monday, Nov. 29 and 30, at 4 p.m. in the Grand Ballroom of the Hotel New

Yorker.

#### UNITED SHOE SHOWS NET GAIN FOR QUARTER

#### First Interim Report Lists Increase

Net income of United Shoe Machinery Corp. for the quarter ended Aug. 31, 1953 totaled \$2,005,648, an increase of almost a quarter million dollars over the net income of \$1,765,187 reported for the correspond-

ing period.

The company, in releasing its first "interim" financial report since it was organized, reported that its total volume of business for the quarter (leased machinery revenues, merchandise sales, etc.) amounted to \$17,282,725. A year ago it was \$15,102.819.

Net income before taxes was \$2,915,360 as compared with \$2,324,131 last year for the period. Federal income taxes this year amounted to \$1,485,000 in the three months against \$1,175,000 last year. Earnings per share of common stock amounted to \$.82 against \$.72 last year.

For the six months ended Aug. 31, 1953, United's total volume amounted to \$35,538,602 against \$30,542,090 last year. Net income before taxes was \$5,871,542 compared to \$4,821,-

001 a year ago.

Net income after taxes in the 1953 period was \$3,533,446 against \$3,116,407 a year ago. Earnings per share of common stock amounted to \$1.44 this year against \$1.26 last year.

#### McClellan General Mgr. At Yocum Faust

Robert F. McClellan has been appointed vice president and general manager of Yocum Faust, Ltd., newly-added London, Ont., subsidiary of Nopco Chemical Co., and major Canadian producer of industrial processing chemicals. The appointment was announced by Thomas A. Printon, Nopco president.

McClellan has been midwest district manager of Nopco with headquarters in Chicago since 1942. A veteran of 25 years' service with the company, he has a wide knowledge of the production and marketing of products made by Yokum Faust.

One of his first duties will be directing the considerable additions now being planned for the Canadian plant. He will make his home in

London, Ont.

#### LEATHER UNION HITS LABOR BOARD ACTION

#### Claims Government Ruling Unconstitutional

The government's latest move against Communist labor leaders is beginning to pinch International Fur and Leather Workers' Union, the record shows.

A total of three cases, where the union is seeking to represent employes, are known to be affected, and others are appearing. The three are:

1-Three-way fight among labor unions to represent employes of the Michigan Tanning and Extract Co., Boyne City, Mich. A consent election was set for Nov. 5, but postponed at the refusal of the fur and leather workers to proceed.

2-An election to determine collective bargaining representatives for employes of the Nelson Tanning Co., San Antonio, Texas.

3-A similar case involving employes of Allied Kid Co.'s, Camden, N. J., plant.

The National Labor Relations Board announced Oct. 23 a new policy under which it would not certify for collective bargaining any union whose officer has been indicted on ground of filing a false non-Communist affidavit. Ben Gold, president of the fur and leather workers, is under such an indictment. (See L&S, issue of Nov. 7).

The trial date is set for Jan. 18, in Washington, but a postponement

may be asked.

Under the policy, regional attorneys of the Labor Board have advised the Fur and Leather Workers' Union that they will receive petitions from the union to represent employes, but will not act upon them.

#### **New Porous Plastic Insole Nears Launching**

A new stuckon-type "porous plastic" innersole is nearing the commercial stage and may soon be introduced to the industry. The new innersole, a development of United Shoe Machinery Corp., has been tested successfully on some 100,000 pairs of shoes. It is reported that a pilot plant will be set up for produc-

The innersole is actually a twolayer product. The top layer against the foot is a thin layer of vinylite plastic with a high porosity value. This plastic is composed of many tiny cellular structures. Smoke can be blown through the material, as with foam rubber, thus giving it high "breathability."

The plastic portion is connected to a leather or composition base layer. This layer absorbs the foot perspiration that seeps down through the porous plastic layer against the foot. Thus the plastic layer always maintains a dry, supple condition, giving flexibility to the insole, long wear, comfort and cleanliness. The insole will not crack or buckle with wear as a result of drying out after moisture absorption.

The new innersole is said to be adaptable to most types of shoes.

#### GENERAL DYESTUFF AND GENERAL ANILINE MERGE

General Dyestuff Corp. of New York has been merged with General Aniline Corp. in a stock transfer, according to Atty. Gen. Herbert Brownell.

General Dyestuff has been serving as exclusive selling agent for General Aniline, one of the nation's largest producers of dyestuffs, chemicals and other supplies. Both have been Government-owned since World War

Asst. Atty. Gen. Dallas S. Townsend said the merger will permit a "unified operation" of the two companies and result in a more efficient distribution setup.

#### SHOE WORKERS WIN WAGE HIKE IN NEW YORK

#### Package Deal Adds 14-15c To Manufacturers' Costs

Shoe workers employed in 58 women's shoe plants in the New York and Brooklyn area have ratified a new contract which provides them with an eight cents hourly wage boost and increased benefits.

The package increase, estimated at 14-15c for most workers, is expected to add fully 25 to 40 cents per pair to New York manufacturers' costs.

In addition to the eight cents wage increase, the contract calls for a 10 cents increase in minimum pay rates, additional medical and hospitalization benefits, and a manufacturer contribution of three percent or six cents an hour to an employe pension fund. Retirement benefits are scheduled to begin Jan. 1, 1955.

The two-year contract also retains an escalator clause tied up to the costof-living index and provides an increase for each two percent rise in the index.

Contracts were negotiated by Joint Council 13, United Shoe Workers of America, CIO, with the Quality Shoe Manufacturers Association, the New York Shoe Manufacturers Board of Trade, and individual manufacturers.

#### IT'S ALL IN THE STYLING



Members of a Danish shoe retailers group touring the U. S. look over men's shoe styles as offered by Gilbert Hahn, president of William Hahn & Co., prominent Washington, D. C., shoe retailer. Hahn was recently elected president of the National Shoe Retailers Association. Danish team is currently making six-week study of U. S. shoe sales methods under auspices of Foreign Operations Administration and Bureau of Foreign Commerce. Left to right, Marius C. Hauge, Gilbert Hahn, Sofus C. Petersen, team leader; Borg V. Borg, and Julius G. Schnitzer, director, Leather, Shoes and Allied Products Division, Commerce Dept.

#### American Hide Develops New Leather

Development of a full-grain aniline dyed men's weight calf leather for the high-grade men's trade has been announced by American Hide & Leather Co. of Boston.

The new leather, called "Ascot Calf," has been termed "the custom look in leather."

Production will be limited, according to Philip I. Light, vice president

in charge of sales. "Because aniline dyes are so perfectly transparent, Ascot Calf-must be tanned only from the choicest, most perfectly grained young calfskins."

Light added that no paint or pigment is used so that the aniline process does not cover the beauty of the natural grain but rather enriches the leather with mellow variations of color and tone.

Ascot Calf will be introduced to the trade this month.



Looking over American Hide & Leather Co.'s new "Ascot Calf" for men are Philip I. Light, vice president in charge of sales; Chet Peterson of Commonwealth Shoe and Leather Co.; and John Bates, calf leather sales manager of American Hide.

#### CANADIAN RUBBER FIRMS ON TRIAL NOVEMBER 16

Face Price-Fixing Charges In Toronto

The trial of seven Canadian rubber companies and the Rubber Association of Canada on charges of operating an illegal combine to fix prices has been scheduled for Toronto starting Nov. 16. Special Prosecutor for the Federal authorities, T. N. Phelan, estimates that the trial may last about three to four weeks.

Charges state that between Jan. 1, 1937 and Oct. 31, 1952, these companies conspired to prevent and to lessen competition in production, sale and supply of certain rubber articles.

In addition to the Rubber Association of Canada, those facing the trial are Firestone Tire & Rubber Co. of Canada, Ltd., Dominion Rubber Co., Ltd., B. F. Goodrich Rubber Co. of Canada, Ltd., Dunlop Tire and Rubber Goods Co., Ltd., Seiberling Rubber Co., of Canada, Ltd., General Tire and Rubber Co. of Canada, Ltd., and Gutta Percha and Rubber, Ltd.

New England Tanners Plan Fatliquoring Forum

A comprehensive symposium on fatliquoring techniques and methods will be sponsored by the New England Tanners' Club at its Feb. 1954 meeting in Salem, according to Dominic Meo, chairman of the meeting.

At least four guest speakers will be presented during the meeting at the Hotel Hawthorne. Each will be a leading authority in the leather materials field, Meo said.

NOTHING SURPASSES GENUINE LEATHER



Our Seal of Quality

TANNERS OF FINEST IN SHEEP AND LAMBSKINS

FULL CHROME LAMBSKINS WITH COMBINATION TANNAGES TO MATCH.

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#### SHOEMEN URGED TO SPECIALIZE

#### Levine Extols Advantages Of New York

Specialization in the manufacture of fine shoes is an essential for success today, according to Herbert Levine, leading shoe designer and president of Herbert Levine, Inc., New York manufacturer of fine women's shoes.

Speaking before the New York Shoe Superintendents' and Foremen's Association Friday evening, Nov. 13 in Brooklyn, Levine said a shoe manufacturing firm must produce its own individual styles to become known as a leader in that field. He said it is a distinct advantage for a manufacturer to make one type of shoes well rather than trying to spread his production over a variety of types.

Levine maintained that New York offers one of the best shoemaking locations in that style can be transplanted most easily into fine shoes by virtue of the quality and craftsmanship available there. He emphasized that style and quality are the two major advantages of the New

York market.

Trend of the New York market in recent years, according to Levine, has been a tendency to operate in "an economy of scarcity" with both manufacturers and unions feeling that the less firms in business, the greater the productive activity for those remaining.

"Rather, I feel that the more producers of fine shoes in New York, the better known the market and, consequently, the easier for the market

to grow and flourish."

#### International Shoe Workers Return At Nashua

The 350 employes of International Shoe Co. in Nashua, N. H., returned to their jobs on Nov. 9 after being idle for nine weeks, it was announced by Norman Gaudreau, president of Local 128A, United Shoe Workers of America, CIO.

Gaudreau said union members had accepted a management offer to work on a lower quality 6B shoe as well as the higher grade 5B variety made by the firm.

Some weeks ago, the workers declined to work on 6B footwear because they claimed it would have meant a reduction in wages. The management promised steadier employment in their acceptance of 6B shoe work when there is a lack of orders for the higher quality product.

VERY YEAR, for the past 35 years, America's leading manufacturers of finequality Feminine Footwear have favored our narrow fabrics with steadily increasing acceptance. And this is so only because those who know are aware that our BINDINGS and BRAID-TRIMS provide a fine top-line to the finished shoe.

#### Lawrence Schiff Silk Mills

Manufacturers and Distributors to the Shoe Trade of FINE-QUALITY NARROW FABRICS

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#### SOFT . COLORFUL . FINEST FULL GRAIN

LOS ANGELES TANNING CO.

4101 Whiteside Street Los Angeles 63, Calif.

Out of the West comes the Casual Gluv Cowhide of high fashion . . . made by Los Angeles . . . to give the finest full grain, the softest feel for comfort; in Aniline or Pigment

And more: shoe splits, grain finished for mellow chrome uppers . . . glove splits of uniformiy high quality in every price range.

SWATCHES? CERTAINLY!

#### NEW MACHINES AT LONDON SHOW

Exhibitions of new leather and shoeworking machines along with a variety of new methods and materials were among the outstanding features of Britain's most recent leather and shoe show.

Turner Tanning Machinery Company Ltd. (Bramley, Leeds, England) displayed a machine so accurate that it will shave print off the surface of a newspaper. The Avon India Rubber Company (Melksham, Wiltshire, England) showed vulcanizing machines for the production of moulded footwear. This method, described as revolutionary in the

shoemaking industry, allows either sponge or solid rubber soles to be moulded direct to the lasted uppers, and there is no limit to the styles.

Bolton Leathers Ltd. (U. S. Agent: Globe Leather Corporation, 432 Fourth Avenue, New York, N. Y.), famous for its high quality skins, presented models in a large range of colors. Influenced by dress fashions, these included: orchid, sherry grape, snowdrop, bluebell, corfu blue, mushroom, oat, sorrel, oak, elm, sage, sandalwood, maple, cedar, mahogany. These latter "tree" colors have been used in the new aniline dyeing process, which achieves on leather a high polish and woodlike effect.

#### LEATHER INDUSTRY TURNS TO FACTORING

More and more manufacturers in the leather and shoe fields are turning to factoring to relieve them of the increasingly costly burden of handling their own credits and collections, and to ease the pressure on working capital by turning their sales into immediate cash.

Financing through factoring is again expected to exceed \$3 billion in 1953, according to information gathered from the top group in this field. This record is being achieved for factoring—begun in the United States in the textile industry over 150 years ago—because of the adoption of factoring by members of some 50 other lines of manufacturing including shoes and leather.

When factoring, the manufacturer sells to his factor his entire accounts receivable resulting from credit deliveries to distributors and dealers. The factor pays him cash on shipment and assumes full risk for collecting these receivables.

A unique feature of factoring is that all invoices are made payable to the factor. Contrary to an opinion still held by some, this notification procedure is not primarily a legal or a financing requirement and is, therefore, no indication of the financial standing of either the manufacturer or the purchaser. It is simply the method followed in factoring to enable the factor to carry out his credit and collection services for his clients.

#### Foamtred Footwear Now Made In Canada

Wellco-Ro-Search of Waynesville, N. C., has entered into an agreement with Kaufman Rubber Co. of Kitchener, Ont., Canada, whereby the latter firm has begun production of "Foamtred" waterproof rubber footwear for the Canadian market.

Announcement was made by H. W. Rollman, president of both Wellco Shoe Corp. and Ro-Search, Inc. Kaufman Rubber is one of the oldest rubber footwear manufacturers in Canada.

Rollman added that Wellco-Ro-Search is also contemplating the manufacture of waterproof footwear, based on Kaufman's "knowhow," in the U. S.

Many Wellco-Ro-Search affiliated factories all over the world are already producing waterproof footwear, Rollman said. A new factory in Israel will begin production in Jan. 1954.

# Campello Shanks

MAKE GOOD SHOES BETTER



SOLD WHEREVER BETTER SHOES ARE MADE

**CAMPELLO 69, MASSACHUSETTS** 

#### SHOEMEN OPTIMISTIC FOR FIRST HALF 1954

The majority of directors of the National Shoe Manufacturers' Association, all leading shoe manufacturers in their own right, expect their sales to show increases ranging from five to 40 percent in the first six months of 1954.

This was revealed by W. Maxey Jarman, chairman of General Shoe Corp., in a talk given Nov. 9 before the Pacific Northwest Shoe Travelers in Seattle, Wash.

Jarman said 17 of 26 manufacturers polled at the National Shoe Fair in Chicago looked for increases in the season ahead. He added that the executive who estimated a 40 percent increase for his business revealed that his sales had risen 67 percent this past year.

#### Not All Will Increase

The General Shoe chairman admitted that not all manufacturers will show an increase. Many will lose money, perhaps go out of business or sell. "But those who see the opportunities, keep control of their merchandise, study their own customers and determine that they are going to render service will certainly go ahead in a great way during the coming year."

#### Pennant Shoe Using Foam Cushion Vamps

The Pennant Shoe Co., a division of International Shoe Co., is now using a "cushioned lining" on the vamps of some of its shoes. The lining consists of Andalfoam, product of Andrews-Alderfer Co., Akron, Ohio. The lining "cushions" the top surface of the toes when the shoe is flexed, therefore preventing any "shoe bite." This will be emphasized as a merchandising feature in these shoes.

The foam is about 1/20th of an inch in thickness. Pennant will use this on a good number of their vamp-stitched and toe-stitched shoes.

#### "Old Tanner" Introduces New Shoe Polish

A new self-polishing shoe dressing called "Neutral" has been introduced by the Old Tanner Shoe Dressing Co., Milwaukee. It is a liquid wax very simply applied and gives the shoe a long-lasting high lustre. It is reported to be ideal for use on shoes in window displays where high lustre is important to attracting the

eye and giving the shoe an added sales appeal. The product is unique in that it contains no lacquer, plastic or latex which, according to Old Tanner, close the pores of the leather.

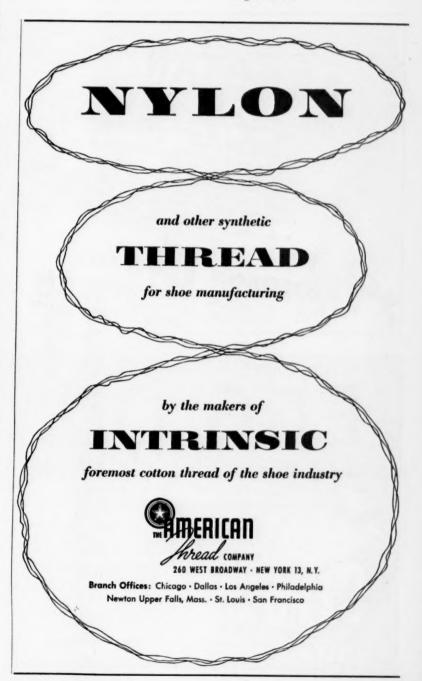
Another recent product of the company is an improved "shoe grease" which gives high water resistance to boots and work shoes. It is a grease base containing the same ingredients used for chrome retan leather.

The company is owned and operated by John H. Pfingsten, believed to be the oldest living tanner in the U. S.

#### DANGER AFOOT

Some British manufacturers are interested in incorporating a new safety device into their shoemaking—even in high fashion shoes. They are considering the adoption of "cat's eye heels"; that is, the inclusion of a strip of reflective material in the rear of the heel.

This would be of particular value in country districts where there are no sidewalks — the reflecting heel would show at 25 yards and give a warning to approaching motorists of danger ahead.



#### Milford Shoe Buys Matrix Line

Milford Shoe Co., Milford, Mass., has purchased equipment and rights for the manufacture of the Matrix line of footwear previously manufactured by Heywood Boot & Shoe Co. of Worcester, Mass.

Announcement of the transaction was made last week by W. Harvey Moody, president of Heywood, and Paul O. MacBride, Milford president. Purchase includes dies, lasts, pat-

terns, customers' records, etc. and an

agreement with E. P. Reed & Co. of Rochester, N. Y., owner of the Matrix name and maker of women's shoes under that name, to use the Matrix name in men's shoes manufactured at Milford.

The Matrix line will be made at a new separate division in the Milford firm and will be headed by Bruce Currie.

Heywood has had exclusive license to produce Matrix shoes since 1931. The firm has now been completely liquidated except for its real estate holdings.

#### "BIG 3" SHOE SALES TO EXCEED LAST YEAR

Sales of three of the nation's largest shoe manufacturers during fiscal 1953 will show a substantial increase over fiscal 1952, according to a survey conducted this week. And earnings of two of the "Big Three" will be higher than a year ago.

General Shoe Corp. of Nashville, Tenn., reports both net sales and earnings will be "a little above" last year. The company's fiscal year

ended Oct. 31.

Brown Shoe Co. of St. Louis will show net sales well ahead of last year but net earnings for its fiscal year ended Oct. 31 will be slightly less than in 1953.

International Shoe Co. of St. Louis, world's largest shoe producer, expects sales for the fiscal year ending Nov. 31 will amount to \$250 million, a gain of \$33 million over last year. Earnings will be approximately \$2.80 per common share as compared with \$2.44 earned per share last year.

Officials of International said that the company would have shown a sales and earnings increase even without the acquisition this year of Florsheim Shoe Co. The latter, however, accounted for more than half of International's sales increase.

Shoe manufacturers as a whole feel that the industry has come out of its recent slump and that better sales at retail the past several weeks indicate a good volume to come.



#### Now With Huyck



Newly-appointed West Coast representative for C. F. Huyck & Sons, Rensselaer, N. Y., manufacturer of Kenwood wringer felts, is Roy W. Keller, a veteran of the West Coast leather industry. Keller has been associated with Pacific Coast Supply Co., Huyck Coast representative for many years. Because Pa-cific is terminating its activities as a sales agency of industrial supplies on Dec. 31, Keller will not assume his new duties with Huyck until Jan. 1, 1954.



#### SURVEY SHOE INDUSTRY LABOR TURNOVER

The New England Shoe and Leather Association has issued its members a new memorandum on labor turnover costs. Following are excerpts:

"Some of the many cost factors involved in turnover include recruiting a new employe, with the probable expense of overtime work to cover the job while it is vacant, possibly a newspaper ad to publicize your need, and the time and effort of your staff to locate the new worker. Finally, a man is hired. He probably won't earn his pay right away. He may insist on a guarantee for two or three weeks. The foreman must spend some time training the new man and it is almost certain that he will spoil some work.

"Losing one employe is not serious. But what if you have 200 employes and lose 15 each month? The problems pile up; standards of selection go down; productivity will lessen; waste, cripples and accidents will increase; unemployment and workmen's compensation rates go up. Even more important—what if you fail to meet delivery dates—or ship defective merchandise to a good customer?"

#### What Is Cost?

"What does all this cost? Estimates vary from \$200 to \$2000 per employe. Using the lowest figure, and assuming a turnover of 15 employes per month, we come to \$3000 per month or \$36,000 per year. We know that it is impossible to completely eliminate labor turnover. It is, however, within the power of each factory executive to take intelligent action to reduce turnover to a minimum.

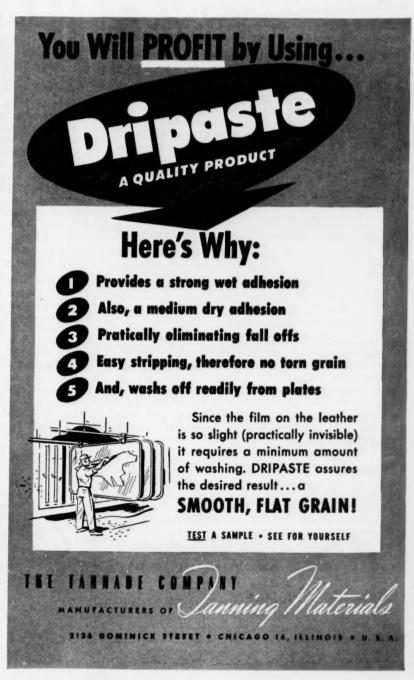
"There are no set measurement standards to apply universally. Conditions vary from one plant to another. There are, however, some fundamental steps that can be taken, and responsibility for same should be assigned to one executive if your company has no personnel manager. First, keep a record of turnover. A simple monthly notation listing separations by quit, discharge, lay-off or other reason is sufficient. Compare these figures with the previous month and the corresponding month a year ago. As a rough rule, a quit rate above 21/2 percent is dangerous. It may be helpful to analyze the figures by departments or by length of service. Are most of your terminations in the stitching room? Do they occur within the first month after hiring? Are the new workers

adequately instructed, encouraged and supervised?

"Here are some general suggestions for reducing turnover. Give the applicant a thorough explanation of the job. If it is dirty, hazardous or heavy work, tell him so. He'll find out himself soon enough. Better to have him refuse the job than quit a week later. Explain the method of payment clearly. If it is a piecework job, are there any add-ons? Ten cents per hour or 20 percent or both means a lot to an employe's pay."

#### Shoe Laces

November 12, 1953—Veterans Administration, Washington, D. C. has issued Inv. No. S-203 covering 14,688 pair laces, shoe, tubular, plain type 1—class B width shall be 3/16 inch black, 27 inch long 6,912 pair; Tan 27 inch long 20,736 pair, and tan 36 inch long, 15,552 pair specification federal spec. V-L-51, delivery to Somerville, N. J., Wilmington, Calif., and Hines, Ill. during Jan. 1954.



# Stylescope-

Here is reaction of leather fashion coordinator after attending Chicago Shoe Show. Report comes from Helen M. Lawson of Davis Leather, Newmarket, Ont. Her first comment is on color. She says, "It is one of sharp contrasts; the gleaming jet of black, the shock of the vivid and the pronounced paleness which is predominant in my mind. Pleasing gentle blond tones . . . and Polar Bear seems to have been the trend setter in the pale-foot-look. There are slightly deeper tones . . like coffee with an extra dash of cream. Pale golden tones in smooth leathers, aniline finishes, suedes, fabrics and straws. (Straw and straw fabrics have ousted mesh in high priced houses but seem to have an unknown future in the middle-of-the-road lines, especially for the older woman.) This overall pale look is evident too in the 'whitened brights' . . . even the vibrant pinks and corals have a chalked cast.

"Spicy shades: Bamboo was noted frequently but the glory in these shades falls to the anilines . . . tangy, goldenthrough-to-burnt-sugar tones. Flight blue is a spring favorite still but there's a noticeable swing into a darker, true navy in high priced levels. Red is still going strong, retiring at high fashion levels, being pushed about at moderate priced volume by the spicy shades . . . but the darling favorite in all volume lines.

"Heels: Granted at a shoe show my first observation is color... but I was impressed wherever I went (and I saw 62 lines!) with the delightful, pretty, high fashion styles perched upon dainty, medium height heels. Provocative shoes that any fashion conscious woman will like... and truly attractive and clever 17/8, 16/8 and 14/8 heels. Heels at all heights at all price levels are slim... even wedges have a lean paired appearance.

"Open shoes: Although the pump still represents volume (some new slim lasts, not pointed, not square, not round but decidedly sleekly slim) the open shoe is giving it a jolt ...slings, halters, straps... open toes and open heels... T-straps and sandals... with the naughty barefoot-look but managing to embrace and cling in excellent fit. Particularly noted, a swooping diagonal halter, curving around the instep in a snug asymmetrical line that is most graceful, on mid high and high slim heels.

"Anilines: Seemingly here to stay. Our spring line didn't show any colors outside the brown tones . . . last spring and fall we were premature with several . . . but anilines have clicked and their gleaming sheen was everywhere, pastels, pales and brights and dominating of course in the spicy shades. There isn't a peep about whether they are

anilines or not or whether the customer will offer resistance. They're just simply accepted,"

For children, the range of easy-on and off shoes is increasing with spring '54 giving new attention to tassel moccasins in supple glove leathers, gored pull-ons in creamy tones of elk. No child has to wear the same style shoe season after season with the variety of handsome leather shoes being shown for every occasion. Footwear for little boys is receiving more fashion emphasis than in the past. A number of the new trends are junior versions of Dad's favorite shoes. Clean cut styling and a more interesting use of colors have given new prominence to leather, made it unnecessary to resort to ornate trims for fashion news. Moccasin oxfords, wing tips and monk strap patterns will complement young men's Easter outfits. Laceless types in geared, elasticized or zipper side versions are adaptations of Dad's. They look handsome in brown and blue smooth leathers, sometimes in a combination of two tones of leather, an occasional suede.

Tassel moccasins are winning acceptance in a range of colors and seem to be the right footnote for sport coat and slack twosomes. With fabrics in shades of brown dominating boys' clothing in everything from wool to linen, has come a palette of brown footwear. There are smoked elk and cream leathers, deepening into tans and coppery browns. More variety in leather shoes means Junior can pass the test of being well dressed at floor level, too. In the past few years, shoe manufacturers have turned their talents to making shoes for the young more than functional, more than serviceable. They have given them the look of fashion. Shoe retailers who promote that look for spring 1954 will find it's a look that sells.

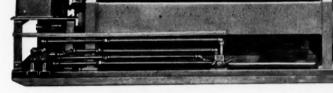
Men's footwear for spring-summer '54 shapes up something like this, according to Oscar E. Schoeffler, fashion editor of "Esquire" and "Esquire's Apparel Arts": Lightness in color and lightness in weight will be the keynote—for casual, suburban, business and sports wear. The new lightweight tropical leathers will fill a long-existing need for good looking footwear for use with lightweight summer suits and combination outfits. The new leather textures and the many new light leather colors provide newsworthy interest for the merchant and for the consumer. Tans with yellowish overtone, pale greys, rich blues, give emphasis to the range of lighter colored shoes, while the ruddy browns in the intermediate zone add to the new varieties of footwear for business and for sports.

Rosalie Mazzbanian



You can get it with the Stehling Hydraulic Fleshing Machine because it opens and closes hydraulically, and because the antiquated clutch and many troublesome working parts that tie up production, have been eliminated.

This means an end to jams on fleshing. It means an end to costly, time-consuming adjustments on the hydraulic combination. It means 71/2 inches of space in the "open"



Stehling Hydraulic Fleshing Machine

position to speed up leather handling.

For fleshing calf skins, sides and

upper leather; heavy sides for harness, sole or belting; bellies; shoulders; horse fronts.

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Expert by: WOLFF INTERNATIONAL, INC., MILWAUKEE 6, WIS



# Lawrence GUN METAL often preferred to calf

100 businessmen were asked to examine five different samples of leather and report to the interviewer which they thought was the best quality for shoes.

Lawrence GUN METAL led the list! And in more cases than any of the other side leathers, GUN METAL was mistaken for the calfskin which was included in the samples.

Businessmen aren't necessarily leather experts, but they do know what they judge as quality and they chose GUN METAL. They saw what you will see: its fine appearance, feel and suppleness. Write for free swatches or see a typical side. A. C. Lawrence Leather Company. A Division of Swift & Company (Inc.) Peabody, Mass.

# LAWRENCE LEATHER It's naturally better



# SAXOÑ

The first calf leather to combine imported quality with American efficiency. This A. C. Lawrence Saxon Calf has a fine, tight break — a mellow, springy temper — and an aniline appearance that combine to make it a sales leader for men's high quality shoes. Eight colors and black.

A. C. LAWRENCE LEATHER CO.

A DIVISION OF SWIFT & COMPANY (INC.)
Peabody, Mass.

It's naturally better

#### SHOE MACHINE PARTS

(Concluded from Page 9)

ery. This obviously involves enormous financial requirements to maintain such an inventory. Moreover, the average factory inventory of parts at Beverly is sufficient for an 11 months supply for the shoe industry.

United's engineering library contains blueprints and specifications for over 300,000 parts and production tools. United maintains its own foundry, forge, heat-treating and pattern shops. Nearly every known type of machine tool can be found in this

plant, including 3,000 general purpose metal-working tools,

Some of United's machines such as the Puller and Automatic Leveler, have over 2,000 individual parts. However, even this number is "minimized." For example, the Goodvear Outsole Stitching Machine, Model A, has 1,754 parts. But the motor is listed as just one part, though it is composed of scores of small parts; and likewise with the relay switch on the same machine. Thus the actual total of individual parts may run into several thousand.

The size of the parts of a machine run to extremes. For instance, the largest casting may weigh 500 pounds, while a tiny felt pad essential to the same machine may weigh a fraction of an ounce.

Many parts require as many as 20 or 30 lathe, milling, shaping, boring and grinding operations, and most parts must be machined to tolerances of thousandths of an inch.

To make all these machine parts a wide variety of carefully selected materials-each with a specific performance character-is used. For example, 33 types of steel and steel alloys are used; nine different aluminum alloys; 18 different copper alloys; six grades of cast iron, and several grades of casting steel. In addition are used bronze, carboloy, magnesium and other metals, as well as rubber, plastics, glass and other materials.



Machine part: Precision design and precision fit.

Every new part or material is put through rigid tests. One section of the Research Department is responsible for making sure that every machine, and hence every part of the machine, meets a rigid set of engineering requirements, whether chemical, mechanical or electrical.

Every known method of testing is used. This requires elaborate equipment and facilities plus exacting skills. For example, the Beverly plant has a room isolated to sound and ordinary shock waves, and is used to measure machine vibration. Machines may be run for days or weeks at a time to test for wear resistance, vibra-

A special section analyzes all requests and suggestions for new ideas for parts or improvements, and makes trials of all sorts with these suggestions. United established a suggestion plan in 1939, and has since processed over 35,000 suggestions.

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Markem Methods are engineered to solve specific marking problems. The proper combination of a Markem marking machine, Markem type and Markem ink is matched to the individual require-PRESSURE ments. Not only are the properties of SENSITIVE the surface itself considered, but also local conditions of temperature and humidity together with your own handling techniques during production, storage and packaging. That is why it is so important that the Markem Method PEARING. BEARING PT. NO. 6874213798 be followed completely. COMT. 661 7 BASS! When you have a marking problem, ask Markem about it. Send a sample of the item to be marked and details of your needs. Markem engineers have worked out practical solutions for many manufacturers. MarkeM Machine Company, Keene 14, N. H. BOXBOARD

#### CANADIAN CHAIN SALES SET RECORD LAST YEAR

But Smaller Chains Showed Largest Volume

Dollar sales of Canadian retail shoe chains during 1952 reached an all-time peak for the industry, the Canadian Government reports.

Sales during the year totaled \$41,-549,600, an increase of 9.3 percent over the \$38,030,300 worth of sales reported in 1951. At the same time, the number of chain companies in 1952 fell to 34 as compared with 35 in 1951 while the average number of stores advanced to 601 against 581.

Curiously, largest share of shoe chain sales in 1952 went to those firms doing an annual business of \$50,000 to \$99,999. These firms accounted for \$17,925,800 of the \$41.5 million reported or 43.1 percent of the total. Maximum number of stores (in this class) was 251 in 1952.

The larger class of \$100,000 to \$199,999 class of shoe chains numbered only 87 stores in 1952 and reported total sales of \$11,091,400 or 26.7 percent of total. Those in the \$200,000 or over class (a maximum 13 stores) had sales of \$3,836,200 or only 9.4 percent of total sales.

The \$30,000 to \$49,999 class numbered 165 stores and did a sales volume of \$6,602,300 or 15.9 percent of total and the under \$30,000 class with 110 stores had sales of \$2,043,900 or 4.9 percent of total sales.

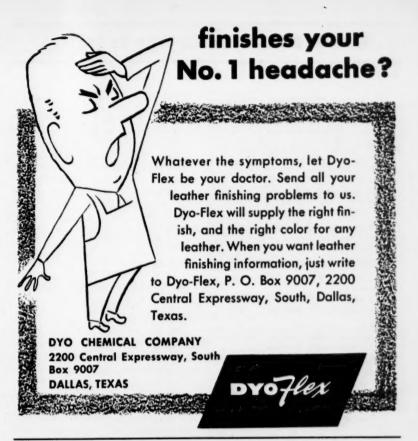
In the preceding year, the comparative picture showed the following for such chain shoe store organizations by annual sales range: \$200,000 and over, 11 maximum stores, sales of \$3,196,000 or 8.4% of total sales; \$100,000 to \$199,999, 71 stores, \$8,978,800 or 23.6%; \$50,000 to \$99,999, 241 stores, \$16,926,700 or 44.5%; \$30,000 to \$49,999, 179 stores, \$7,056,900 or 18.6%; under \$30,000, 97 stores, \$1,871,900 or 4.9%.

The rapid progress being made in chain shoe store business in Canada is emphasized in this official survey.

#### **New Boot Cuffs**

Interchangeable fur cuffs for nylon and rubber boots are being offered by Warren M. Haase & Co. of Jersey City, N. J.

Marketed under the trade name "Snow Birds," the removable fur cuffs are for use on women's, misses' and children's nylon and rubber boots. According to the manufacturer, they enable the wearer to change the cuffs on his boots to different colors whenever desired. Worn cuffs may also be replaced at will.





#### SHOE INDUSTRY WAGE DATA BY STATE

		1953	
State	June	July	August
California			
Average weekly hours	34.9	36.6	37.2
Average hourly earnings	\$1.61	\$1.55	\$1.55
Indiana			
Average weekly hours		36.5	37.1
Average hourly earnings	\$1.14	\$1.10	\$1.10
Illinois			
Average weekly hours	37.6	37.7	36.7
Average hourly earnings	\$1.31	\$1.29	\$1.32
Maine			
Average weekly hours	2	37.5	36.2
Average hourly earnings	\$1,28	\$1.31	\$1.31
Maryland			
Average weekly hours	40.4	38.9	40.4
Average hourly earnings	\$1.08	\$1.07	\$1.12
Massachusetts			
Average weekly hours	36.8	36.7	35.7
Average hourly earnings	\$1.44	\$1.42	\$1.45
Missouri			
Average weekly hours	37.2	38.3	37.3
Average hourly earnings	\$1.28	\$1.26	\$1.25
New Hampshire			
Average weekly hours	36.2	35.9	35.9
Average hourly earnings	\$1.40	\$1.37	\$1.43
New York			
Average weekly hours	37.8	37.6	37.0
Average hourly earnings	\$1.43	\$1.43	\$1.42
Ohio			
Average weekly hours	37.6	40.8	39,9
Average hourly earnings	\$1.30	\$1.32	\$1.31
Pennsylvania			
Average weekly hours	41.5	40.8	40.4
Average hourly earnings	\$1.13	\$1.12	\$1.14
Wisconsin			
Average weekly hours	39.6	40.0	39.7
Average hourly earnings	\$1.36	\$1.36	\$1.35

#### Pero & Daniels Opens Plant In Cincinnati

Pero & Daniels, Inc., Jamaica Plain, Mass., shoe trimmings manufacturer, has opened an auxiliary plant at 2413 Boudinot Ave., Cincinnati.

The new plant, which occupies 5,500 square feet and will employ 15-20 people at the start, has been set up to service the shoe industry in Cincinnati, St. Louis and the entire Midwest. It will be under the direct management of Jerry Burg, the company's Cincinnati representative for the past 25 years.

A complete line of Pero & Daniels' coated and uncoated bindings, trimmings, elastic bindings and gores will be manufactured at the new plant. The plant will also carry a complete line of Thermo-Plastic Products, Inc., including pyroxolins, vinyls, binding, innersoles, Thermo Cold process tapes and genuine and imitation leather trimming.

#### ONE PAIR - TWO COLORS

One of the highlights of the autumn season of the shoe and leather world was the "Fashion in Footwear" Exhibition in London. An eye-catching feature at the Exhibition was a pair of shoes with the right shoe in one color and the left in a contrasting or blending shade. Emphasis in many designs was given to slashings and cut-outs with an Elizabethan air.

New shoe shapes included round and triangular toes and heels with many variations on the Spanish toe and spindle heel.



For long life and best all-round results specify KENWOOD WRINGER FELTS

for your: Stehling Continuous Feed Leather Wringing Machine • Stehling Combination Putting Out and Leather Wringer • Quirin Wringer





THE only successful press that prepares Sole Leather for drum Sole Leather tanning, extracting and oiling.

Also prepares both bark and chrome tanned sides and whole hides for the skiving and splitting machine.

Quirin Leather Press Co.

Ask
Schlossinger & Gia. Ltda.
Caixa Postal 917
Sao Paulo, Brazil

#### Use L&S WANT ADS

for quick turnover of odd lots of leather and materials

They get results only \$2.50 per inch

Send copy to Leather and Shoes, 300 W. Adams St., Chicago 6, III.

#### Quartermaster To Hold Exam For Technologists

Civil Service examinations for Footwear Technologists interested in employment at the new Quartermaster Research and Development Command now under construction at Natick, Mass., will be held shortly.

Technologists will conduct investigations and development work on leather and rubber footwear and components. Construction methods, patterns and other features contributing to the serviceability and structural soundness of military footwear designed for use under all conditions and climates will be stressed. In addition, work will cover the development of satisfactory lasts and the improvement of footwear comfort.

Examination forms may be obtained from the Board of United States Civil Service Examiners, Quartermaster, Research and Development Command, Natick, Mass.

#### Selby Expands Production At Manchester

New Hampshire shoeworkers received a "pat on the back" when the Selby Shoe Co., with factories in all corners of the world, moved the entire production of two models from its Portsmouth, O., plant to the company's factory in Manchester, N. H. As a result, from 100 to 150 additional workers will be hired at the Manchester plant, where the current payroll is 300, according to company officials.

Officials said expansion of the Manchester operation is due to the pleasant relationship existing between management and workers there and because of the high calibre of workmanship in the area.

Julius Johnson and Charles Christopher, both vice presidents of the Selby Company, said it was "quite a thing for the firm to place all their eggs in one basket and a feather in the caps of local workers."

#### Presidential Shoemaker Is Non-Partisan

John Porio, a New York shoe mender, does not seem to feel the pressure of political partisanship when it comes to making shoes. He has just completed a pair of gold-threaded slippers for President Eisenhower upon which are embroidered the green wreath and gold seal of Texas. These designs appear in five places symbolizing the President's birth place and Army rank.

#### **Heads Technical Group**



Allen W. Cadwell, vice president of Freeman Shoe Corp., Beloit, Wis., who has been appointed chairman of the Technical Committee of the National Shoe Manufacturers Association. Other committee members are Henry Boyd, General Shoe Corp.; Weir Stewart, Marshall, Meadows & Stewart, Inc.; S. L. Slosberg, Green Shoe Mfg. Co.; Byron A. Gray, International Shoe Co.; Charles H. Jones, Jr., Commonwealth Shoe and Leather Co.; Warren Reardon, Daniel Green Co.; Lawrence B. Sheppard, The Hanover Shoe, Inc.; Charles F. Johnson, Jr., Endicott-Johnson Corp.; and James H. Nolan, NSMA Technical Director.



500 Golumbia St., Somerville, Mass.
MARDEN-WILD of CANADA, LTD. HALIFAX, N. S.

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Get it—then—where you have the best chance to get it—through a classified ad addressed to the entire industry in LEATHER AND SHOES! Your "keyed" and confidential message will reach thousands of executives. L&S Want Ads have placed many top men in suitable positions.

#### **LEATHER and SHOES**

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# DERMABATE COMPOUNDS LIQUID EXTRACTS

HEMLOCK · OAK · MANGROVE
STAINLESS SUMAC · ORDINARY SUMAC
QUEBRACHO · RAPID TAN "G"
SPECIAL DIPPING EXTRACTS



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Roy Wilson, Dickson Ltd., 7-8 Railway Approach, London, S.E.I Getz Bros. & Company, San Francisco, Calif.; New York City

#### OM AGENCY OPENS IN NEW YORK

Activation of the New York Quartermaster Purchasing Agency, 111 East 16th Street, New York City, has been announced by Brigadier General R. P. Hollis, USA, Commanding General of the newly-established Agency. Colonel Charles D. McColl will be Deputy to Brigadier General Hollis.

The New York Quartermaster Purchasing Agency, following deactivation of the Armed Services Textile and Apparel Procurement Agency, has been given purchase responsibility for the procurement of Army, Air Force, and Armed Services Medical Procurement Agency textiles, apparel and related requirements.

#### International Shoe Report Best In Industry

International Shoe Company's 1952 annual stockholder report has been judged the best in its industry in ratings announced by Financial World.

The St. Louis shoe company will receive the magazine's bronze "Oscar of Industry" trophy for the third time in its classification at a banquet next Monday (Oct. 26) honoring winners

from the group of 5000 annual reports in the Financial World survey. International Shoe also won the award for its 1949 and 1950 reports.

Robert O. Monnig, vice-president and comptroller, will attend the banquet at Hotel Statler in New York to receive the award for International.

#### Charles W. Curtis

. . . 94, shoe executive, died Nov. 10 at his home in Marlboro, Mass. A leading shoe manufacturer for many years, Curtis founded in 1928 along with his four sons, Curtis Shoe Co., Inc., of Marlboro, Mass., men's shoe manufacturing firm. He retired as board chairman five years ago, remaining until his death as president of Curtis Shoe Stores and Curtis Orchards. Prior to founding his own firm in 1928, he was associated for 44 years with the former Rice & Hutchins firm and rose to the top through various executive positions. He was active in many civic organizations and served as a bank official for many years. Surviving are his wife, Nellie S.; and four sons, John A., Arnold C., Charles, Jr., and Roger A; three sisters; 14 grandchildren and 31 great-grandchildren.

(Other Deaths on Page 42)

#### Merrill Stone Joins Acme Leather Company

Merrill Stone, formerly with General Shoe Corp., has been named sales representative for Acme Leather Co., Inc., Peabody, Mass., tanner of kip and side leathers. He will handle Acme's complete line in Tennessee, Virginia, Louisiana and Alabama.

The company reports widespread demand for its "Mel-O-Tan" line of full-grain, aniline-dyed glove tannage for shoes as well as for leathers of the pigment-type "Softee" tannage has necessitated another increase in production at its tanneries. New colors have been added for spring lines.

#### IRON TOES

The importance of the use of safety equipment was brought home recently to William T. Woodruff of the Norfolk Naval Supply Center's Cheatham Annex Depot.

Woodruff, a carpenter at the Depot, was checking a ship's cargo boom when it was thrown off balance and fell on his feet. The boom weighed 5,792 pounds and if Woodruff had been without safety shoes he would have suffered severe injury and possible loss of a foot. Instead, five minutes later he was back on the job.



#### ... are stitched for COMFORT and LONG WEAR, with GUDEBROD'S fast, economical CHAMPION Silk or Nylon Shoe Thread

Customers always think of the comfort and wear they'll get from a pair of shoes—and one of the most important factors in making shoes "livable" is strong, dependable Gudebrod Sewing Threads. The tensile strength, uniformity and pure dye of Champion threads make the stitching operation fast, smooth and economical... assuring the high quality stitching that goes with a high quality product. There's a Champion silk or nylon thread to meet your every sewing need... to stand up under stress and strain of operation... to take the wear-and-tear of customer use. Yes, they live in shoes stitched with Champion.

udebrod Bros. Silk Co., Inc.

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BOSTON CINCINNATI LOS ANGELES GIOVERSVILLE, N.Y.

#### HIDE PRICE ADVANCES VERSUS SLOW LEATHER DEMAND CONFUSES TANNERS

Export And Hedge Buying Said Responsible For Most Of Market Strength

#### Sole Steady

Enough sole leather was sold in past month to keep market on even keel this week. Best clear light bends bring in lower 70s, while TR lights quoted at 66c and down. Up to 60c asked for good 8-9 iron bends with 9-10 irons selling at 53c and down. Heavy bends in moderate demand at about 50c and down.

New business generally slow with considerable leather still owed on old orders. Just now light leather seems in shortest supply.

#### Offal Firm

New demand for offal mixed, with bellies perhaps most wanted item. Up to 30c asked for very best not often paid. Generally good bellies bring 26-29c.

Single shoulders with heads on quoted at 38-40c but demand slight this week. Best double rough shoulders worth about 50c for tannery run light leather. Specialty double shoulders when light and clear bring a premium of several cents according to worth. Heavy leather slow at about 46c and down.

Heads steady at 16-18c. Fore shanks at 20c and down move slowly, as do hind shanks at about 23c and down.

#### Calf Quiet

Much calf leather being delivered

against recently placed orders, but new demand seems to have quieted down rather markedly. Top grades, that small percentage of production suited to the finest of shoes, is in usual good demand in both men's and women's weights. But the volume grades that account for most of the business usually done are very quiet this week. Recent two to three cent advances not kindly received by most users.

Women's weights bring about 97c and down for best tannages. Up to five cents more asked for aniline leather. Suedes quiet. Men's weights quoted at \$1.06 for very best regular finish. From there down are several other starting off levels, depending upon the raw material used, tannage, etc. Aniline, very popular with most shoe manufacturers, brings about five cents above regular finish.

#### Sheep Mixed

Good demand for shoe sheep reported by some tanners while others say business very quiet. Price probably the answer. When tanners show willingness to trade they make sales. About two cents off recent highs seems the spot at which buyers want to operate.

Russets bring up to about 27c for top lining stock. From there down to 16c finds plenty of offerings. Vol-

# COSALINE ... Aniline finished, combination tanned, slightly corrected kips and extremes. Armour Leather Co. CHICAGO - BOSTON - NEW YORK

#### SPECIALISTS in SPLITS



#### Prices and Trends of Leather

KIND OF LEATHER	THIS	MONTH AGO	YEAR	1952 HIGH
		_		
CALF (Men's HM)	73-1.06	73-1.06	85-1.05	85-1.10
CALF (Women's)	62-1.03	67-1.00	80-95	80-1.03
CALF SUEDE	60-1.00	75-1.15	85-1.05	85-1.10
KID (Black Glazed)	55-90	55-90	75-90	75-90
KID SUEDE	48-91	48-91	80-96	80-96
PATENT (Extreme)	55-60	55-60	54-58	56-60
SHEEP (Russet Linings)	16-27	17-28	17-28	18-32
KIPS (Combination)	52-56	50-54	50-58	56-60
EXTREMES (Combination)	48-52	46-50	47-53	54-56
WORK ELK (Corrected)	37-41	37-41	36-44	38-46
SOLE (Light Bends)	65-67	63-66	68-70	65-70
BELLIES	27-29	26-28	23-25	26-27
SHOULDERS (Dble, Rgh.)		51-53	50-53	50-55
SPLITS (Lt. Suede)	30-35	33-37	34-38	35-39
SPLITS (Finished Linings)	17-22	18-23	21-23	24-26
SPLITS (Gussets)	15-17	15-17	16-18	18-20
WELTING (1/2 x 1/8)		71/2	71/2	
LIGHT NATIVE COWS	151/2-161/2	151/2	19	171/2-18

All prices quoted are the range on best selection of standard tannages using quality rawstock.

ume grades around 20c. Specialty russets bring into lower 30s but new demand slow this week. Colored vegetable linings bring about 29c and down for best. Volume done at 26 and down. Chrome linings bring up to 36c for best with usual quotations at about 30-34c.

#### Sides Firmer

For the time being, at least, side leather prices have firmed. In face of this, new business generally slow, though some substantial sales go on quietly. The higher hide market not



attributable to large leather demand and most believe exporters and hedgers accounted for most sales made. That the export market will continue as a cushion for hides is the general opinion. In the world market American hides certainly are the big bargain.

Combination tanned aniline kips quoted at 56c and down for heavy leather. This is for best tannages. Extremes bring 52c and down, sides 48c and down. Lighter weights several cents less. Demand for full grain aniline kips continues fair to good with up to 65c asked for the best.

Chrome leather not too active this week and prices barely holding. Best tannage kips bring 52c and down according to weight and selection. Extremes 48c and down, large 44c and down. Volume tannages sell fair amount of light weight leather at 40c and down, with the low 30s still being heard quite often.

#### Splits Still Slow

New demand for split leathers continues slow. Even the heretofore active heavy suede finds itself between seasons.

Finest heavy suede quoted at 45c and down but slightly less can get plenty of leather. Suede linings very slow at 26c and down to 20c. Below 20c there is a little more activity. Finished lining splits sell fairly well but production so large that business not generally considered even fair. Up to 22c asked for the best with most business done below 20c.

#### Glove Leathers Improve

The cold weather has had an uplifting effect on the leather glove business. It came a little late to help out this year's business but if it cleans out the retailers' stocks it augurs well for next year's demand.

Garment leather in the sampling stage and prospects bright for next

year's business. Suedes expected to return to favor. Prices weak. Buyers anticipate a drop in pickle skins.

One dealer has dropped his prices for Suedes 2c per foot. He now asks 36c, 34c and 32c. Grains quoted from 38c down in the high colors but are expected to be cheaper. Hair types still strong in a range from 45c to 38c.

Mild concessions offered in glove leathers but stocks are low and there is no compelling pressure to sell. There is a slight revival in the demand for men's weights for lined gloves.

#### Kid Mixed

Kid leather tanners of Philadelphia report sales on black glazed continue in fairly good quantity. Some tanners have received large orders for black suede which may be indicative that suede is finally beginning to make a comeback. Nothing reported on either white or colors.

Linings continue to sell at a good level. No business around slipper leathers. Crushed remains pretty spotty. Satin mats also seem profitable to an occasional tanner while most consider it dead.

No change in prices. Rawskins are, as usual, difficult problem. Brazilian skins, used for glazed leathers, are in a "bad way." Because of the fluctuations of the rate of exchange, Brazilian traders want to get as many dollars as they can on the skins, so they have jacked prices up to a point where tanners will just not buy.

Skins from East Africa are quiet and here prices are much too firm but not fantastically out of line.

#### **Average Kid Leather Prices**

Suede 32c-96c Glazed 25c-\$1.00 Linings 25c-55c Slipper 25c-60c Crushed 45c-75c Satin Mats 69c-98c

#### Sole Leather

Sole leather tanners of Philadelphia report business has slowed down slightly and this is attributed to rise in hide prices. Sole leather prices have, of necessity, advanced slightly. Bellies quoted at 29c, heads at 17c. Factory bends go at 58c a tannery run, while No. 1 findings quoted at 66c.

#### **Belting Slows**

Belting leather tanners of Philadelphia say business has shown some decreases. Although hide prices have gone up, tanners have managed to keep their prices in rough bend butts —No. 2 light goes for \$1.00, medium 92c and heavy 87c. No. 3 light 95c, medium 87c and heavy 82c.



Shoulders also remain unchanged (54c) but shoulders are not selling at all well—the so-called Christmas trade of waist belting manufacturers has not materialized and it is now doubtful if it will. Either manufacturers are making their belts out of something other than leather or they are overstocked from previous buying.

Curriers, on the whole, are saying that while things could be better, business is far from dead. Occasionally there is a report of activity that is highly satisfactory, but for the most part business is not up to what had been anticipated. Prices hold firm.

AVERAGE CU	R	RIED LE	ATHER	PRICES
Curried Belting	B	Best Selec.	No. 2	No.3
Butt Bends		1.25-1.35	1.23-1.31	1.16-1.27
Centers 12"		1.53-1.64	1.43-1.55	1.42-1.45
Centers 24"-28"		1.51-1.58	1.41-1.52	1.39-1.53
Centers 30"		1.47-1.52	1.37-1.47	1.35-1.43
Wide Sides		1.22-1.25	1.18-1.21	1.12-1.14
Narrow Sides .		1.14-1.17	1.11-1.13	1.05-1.07

Premiums to be added: Ex Light, plus 5c-10c; Light, plus 7c; Heavy, minus 5c-10c; Ex Heavy, minus 5c.

#### **Tanning Materials Same**

#### Raw Tanning Materials

The state of the s
Divi Divi, Dom., 48% basis shp't, bag \$72.00
Wattle bark, ton "Fair Average" \$100.00 "Merchantable" \$ 96.50
Sumac, 28% leaf
Myrobalans, J. 1's Bombay       \$44.00-45.00         Sorted       \$48.50         Genuines       \$50.00         Crushed 42-44%       \$62.00
Valonia Cups, 30-32% guaranteed\$58.00
Valonia Beards, 40-42% guaran- teed
Mangrove Bark, Ecuadorian

Tanning Extracts*	
Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant Tank cars Barrels, c.l. Barrels, l.c.l.	5.3
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant Bags, c.l. Bags, l.c.l.	
Cutch, solid Borneo, 55% tannin	.083
Hemlock Extract, 25% tannin, tk. cars f.o.b. works bbls. c.l.	.062
Oak bark extract. 25% tannin, lb. bbls. 6½-6¾, tks.	.06 1/
Quebracho Extract: Solid, ord., basis 63% tannin, c.i11 Solid clar., basis 64% tannin, c.i12	31/6
Wattle extract, solid, c.l., East African 60% tannin Wattle extract, solid, c.l., South African 66% tannin	.10
Powdered super spruce, bags, c.l05%; l.c.l.	
Spruce extract, tks., f.o.b. wks	.01 %
Myrobalan extract, solid, 55% tannin Myrobalan extract, powdered, 60% tan-	.0714
valonia extract, powdered, 63% tannin	.10 .09 %
Quebracho Extract. Powdered, Swedish spray dried, 76-78% tannin Wattle Extract, Powdered, Swedish.	.16%
73% tannin	.15%
Oakwood, Swedish, solid, 60-62%	
Oakwood, Swedish, solid, 60-62% Oakwood, Swedish, powdered, 61-66%	.12
Larchbark, Swedish, solid, 54-56%	
Larchbark, powdered, Swedish spray- dried, 58-60%	.124

#### Tanners' Oils

Cod Oil, Nfld., loose basis, gal 9095
Cod, sulphonated, pure 25% moisture13
Cod, sulphonated. 25% added mineral
Cod, sulphonated, 50% added mineral
Castor oil, No. 1 C.P. drs. l.c.l24
Sulphonated castor oil, 75%
Neatsfoot, 20° C.T
Neatsfoot, prime drums, c.l
Neatsfoot, sulphonated, 75%164-174 Olive, denatured, drs. gal 2.20
Waterless Moeilon
Chamois Moellon, 25% moisture1112
Common degras
Sulphonated Tallow, 75%1112 Sulphonated Tallow, 50%0809
Sponging compound
Split Oil
Petroleum Oils, 200 seconds visc., tks., f.o.b
Petroleum Oils, 150 seconds visc., tks., f.o.b
Petroleum Oils, 100 seconds Visc., tks.,
Timported Extracts are plus duty

#### \*Imported Extracts are plus duty.

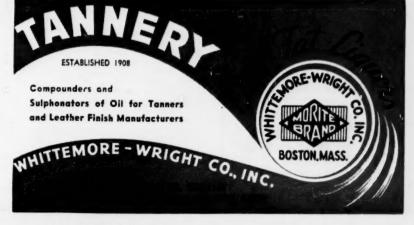
#### Boston Travelers To Hear William Emerson

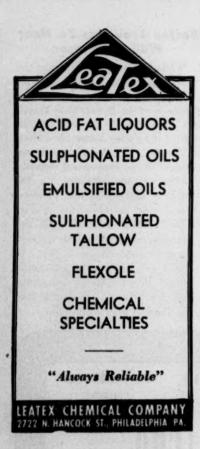
William Emerson, president of the New England Chamber of Commerce, will be guest speaker at the retailers' luncheon of the Boston Shoe Travelers Association to be held Oct. 18 during the Parker House Shoe Show in Boston. The Association is cosponsor of the semi-annual showing.

Other events scheduled for the luncheon meeting include presentation of wrist watches to five shoe retailers holding lucky numbers and awards to manufacturers for the most attractive display rooms.

As in recent shows, the Association will set up a display of outstanding styles from the show in the Old Boston Room of the Parker House.









#### NEW HIDE PRICE BOOSTS CONFUSE MARKET OBSERVERS

Buying Remains Nil As Tanners Look For Early Reversal Of Trend

A bewildering right about face in hide prices this week gave rise to innumerable caustic comments along Boston's South Street where tanners and shoe manufacturers for once agreed that something was radically wrong. Not even the life-saving export market could have brought this sudden change, was the usual opinion.

Speculators came in for their share of damnation from some but the more conservative opinion was that between exporters and hedgers the buying was sufficient to bolster the sagging market for the nonce. Most, however, expected a quick reversal and another downward course in the near future.

In spite of all the bewilderment and the seeming strength to the market, it was remarkable that so little trading was done up to Thursday afternoon. One sage market observer said: "With so few sales there must be quite a substantial accumulation taking place somewhere along the line. Accumulations have a habit of turning themselves into bearish influences before they are very old."

#### Dry Sheepskins Hold

Europe still buying Brazil "regular" cabrettas and paying high prices.

Agents claim they could sell on the basis of \$12.75 per dozen c&f, but buyers' ideas generally \$12.00-12.25 c&f. Shippers have firmed up in their ideas for "specials" and ask \$16.25 fob for Cearas although some Araca-

Due to production difficulties, a portion of the hide and skin market report which regularly appears in these columns will no! be published this week. A complete market report will be published as usual next week.

jus sold at \$15.50 fob for 105/110 kilos.

Nigerians too high for buyers with sellers asking 72c for Sokotas and 61c for Kanos, basis primes. Buyers' views about 5c less but shippers claim they are realizing full prices in Europe.

Mochas, dry salted Sudans and Mombasas quiet and nominal. A 1,000 dozen Addis-abbaba butchers, 180/185 lbs., 40/50/10 selection, offered at \$13.50 and bids at 50c less refused. Cape glovers too high for this market.

Very little business in shearlings

#### HIDE FUTURES

	Close	Close	High	Low	Net
	Nov. 12	Nov. 5	For Week	For Week	Change
January	15.85B	15.45B	16.15	15.55	+40
April	15.53B	15.15B	15.83	15.30	+38
July	15.38B	15.05B	15.55	15.50	+33
October	15.32T	14.95B	15.45	15.32	+37
January	15.20T	14.85B	15.31	15.20	+35
April	15.05N	14.70N	******		+35
	Total Sales:	155 lots			

#### HIDE AND SKIN QUOTATIONS

	Present	Week Ago	Month Ago	Year Ago
Heavy native steers	151/2	141/2	15	161/2
Light native steers	161/2N	161/2	16	181/2
Ex. light native steers	19N	19	18	20
Heavy native cows14	-141/2	14 -141/2	15	17
Light native cows	161/2	151/2	151/2-16	181/2
Heavy Texas steers12	1/2-13	121/2-13	12	131/2
Butt branded steers	131/2	121/2-13	12	13 1/2
Light Texas steers	13 1/2 N	131/2	131/2	151/2
Ex. light Texas steers	15 1/2 N	151/2	151/2	17 1/2
Colorado steers	12 1/2	111/2-12	11	121/2
Branded cows	13	13	13	15 -15 1/2
Native Bulls	101/2N	101/2	101/4-101/2	81/2-101/2
Branded Bulls	91/2N	91/2	91/4-91/2	71/2- 91/2
Packer calfskins42	1/2-50N	42 1/2-50	421/2-50	42 1/2-50
Packer kipskins30	-31	23 -30	27 1/2-29 1/2	261/2-321/2

NOTE: Price ceilings have now been completely ended by the government. All remaining goods and services have been removed from price controls. All regulations winding up controls require that applicable records be held until April 30, 1955.

as our domestic market considerably under what shippers are asking for foreign skins. Bare to ½ inch Capes selling to Europe and shippers' ideas 29-30 pence per lb. c&f including 20 percent number twos at one penny less.

Wool sheep markets also too high for buyers here. At the last Australian auctions, cables stated that there were 40,500 skins offered at Sydney and the market was firm at last quoted levels.

#### Pickled Skins Firm

Iranian pickled sheepskins firmer as reports from primary markets indicate that Russia has been operating and shippers now ask \$1.50-2.00 per dozen above last trading levels, naming \$14.50-15.00 per dozen. They claim that unless they realize their prices, they will be unable to consign any more skins to the U. S.

Domestic market easier with reports that packer lamb sold at \$14.50 per dozen but less now bid.

#### Reptiles Spotty

Wet salted Agra back cut lizards somewhat more active than the Bengals and a fair sized quantity of Agras, 9 inches up, averaging 10 inches, 80/20, without heads and tails, sold at 25c but that refused on further lots. Shippers asking 27c for skins with heads and tails. Other offerings noted at 20c for 8 inches up, averaging 9 inches, 28-29c for 9 inches up, averaging 10 inches and 36c for 10 inches up, averaging 11 inches. Sales 9 inches up avg. 10 at 26c and 10 up avg. 11 at 33c.

26c and 10 up avg. 11 at 33c.

Bengals available at 73-76c for 10 inches up, averaging 11½ inches and 75-79c for skins averaging 12 inches while a lot averaging 11¾ inches sold at 76c. Snakes slow due to price differences of buyers and sellers. Madras bark tanned whips, 4 inches up, averaging 4¾ inches, 70/30 selection, offered at 55c and unsold. Bids 45c refused for skins averaging 4½ inches.

Calcutta alum tanned whips, 4 inches up, averaging 4½ inches, 60/40 selection, held at 49c. Some small sizes of U.P. whips, 25% 3 inches and 75% 3½ inches sold at 17c. Isolated sales of alum tanned water snakes, some 3½ inches sold at 17c for 70/30 selection. Some 3 inches up, avg. 3¼ inches offered at 11c. Java ring lizards are held at \$1.40 and Singapores at \$1.25 but very little interest.

#### Deerskins High

New Zealands nominal as shippers not making offerings. More offering of Siams but difficult to confirm sales as there is a difference of several cents between asking and bid figures.

Brazil "jacks" firmly held and as buyers unwilling to better 58c, basis manufacturers, difficult to confirm any late sales. Last confirmed sales of Peruvian "jacks" at 55c landed.

#### Pigskins Move

Dry Chaco carpinchos moving moderately well and several sales reported at \$2.80-2.85, basis manufacturers. Some wet salted capivaras sold around \$2.70, basis manufacturers. Difficult to confirm any sales of peccaries due mainly to the fact that shippers have shown little inclination to reduce asking prices.

#### Goatskin Prices

INDIA & PAKISTAN	Today	Last Monta
Amritsars (1200 lbs.)	.\$8-81/3	\$8-81/2
Best Patnas	.86%	\$6.00
Muzaffarpurs		87-7%
Dinajpurs		Nom.
Daccas		Nom.
Calcutta Kills		
Coconadas (1.70/1.80 lbs.		
Deccans (1.70/1.80 lbs.) .	.\$8.90-9	\$9.12 1/2
CHINAS		
Szechuans, lbs	Nom	Nom.
Hankows, lbs		
Chowchings, dz	. Nom.	Nom.
MOCHAS		
	00.00	89
Berberahs		Nom.
Hodeidahs	. Nom.	Nom.
Battis		
Batti types		\$9.40
Addis-ababas	. Nom.	Nom.
AFRICANS		
	Man	Nom.
Algiers		
Marrakesh		Nom.
Casablancas		Nom.
Constantines	. Nom.	Nom.
Orans	. Nom.	Nom.
Tangiers	. Nom.	Nom.
West Province Ex. Lts		48c
Port Elizabeth Ex. Lts		46c
Nigerians, lbs		
Mombasas, dz		
Monipasas, dz	. 90 72 - 9. 0	0 90-979
LATIN AMERICANS		
Mexicans		
Matanzas, etc. (flat)	Nom	Nom.
Oaxacas		Nom.
Oaxacas	. Nom.	wom.
Venezuelans		
Barquisimetos	. 40c	42c
Coros		42c
Maracaibos		Nom.
La Guayras		Nom.
La Guayras	. Nom.	Nom.
Colombians		
Rio Haches	Nom.	Nom.
Bogotas		Nom.
West Indies		
Jamaicas	Nom.	Nom.
Haitians	42-44c	43c
San Domingos		35 1/2 c
		00 .20
Brazils		
Cearas	. 75c	73c
Pernambucos		73c
Bahias		Nom.
	, avour	ATOM.
Argentines		
Cordobas/Santiagos	48-50c	Nom.
Pampas		Nom.
Peruvians		
Paytas	44 1/2 -45	c 44 1/2 c
Ayacuchos	. 45c	45c

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#### HONORABLE KOREAN CITIZEN



Edward Atkins, executive vice president of the National Association of Shoe Chain Stores, New York, received Certificate of Honorary Citizenship of Republic of Korea from Ben C. Limb, Korean Ambassador to the United Nations. Presentation was made for Atkins' services in the American Relief for Korea clothing campaign of 1953.



#### Leather Union Under Fire Again

Still another inquiry into the International Fur and Leather Workers' Union on the Communist issue got underway this week at the National Labor Relations Board.

The board issued a "show cause" order asking whether the union was "fronting" for District Council 4 of the union in a case this year involving Chicago Rawhide Manufacturing Company.

Under the rules of the board, no union may "front" for, or represent another union, in collective bargaining, but each union involved must comply with rules of the board. The rules include the filing of a non-Communist affidavit.

In June of this year, the Chicago company was found guilty by the board of supporting another union, the Employee Committee, later the Elgin Rawhide Employees' Association. The company appealed, however, and thus the "show cause" notice.

Involved is the whole issue of whether the union has complied with the non-Communist affidavit provisions of the act. Ben Gold, president of the union, is under indictment for perjury in connection with his affidavit on August, 1950.

All parties to the case are to answer the "show cause" notice by November 4.

#### ARGUE MEXICAN DUTY

The Fuchs Shoe Corp. went before the U. S. Court of Customs and Patent Appeals Oct. 6 in Washington to argue that huarches from Mexico should take a 10 percent ad valorem duty.

United States authorities, on the other hand, brought the case to the court, claiming the articles were footwear, and as such subject to a 20 percent ad valorem duty.

In lower court decision, the shoe firm had won.

A decision is to come later.

#### AGE NO BARRIER

Adams Bros. shoe factory, Pittsfield, N. H., has been cited as a good industrial example of fine public relations among its employes. The good relations between management and workers at the plant is largely due to the fact that advanced age is no barrier to continued employment with the company.

Adams Brothers' employes are never retired as long as they are able to work and some of them have remained on the payroll after going beyond the 80-year mark.



- Henry B. Hall, assistant treasurer and assistant secretary of Brown Shoe Co., St. Louis, has been elected treasurer and a director of the company. He succeeds L. H. Lindsey who retired recently. Hall has been associated with the firm since 1927 and became assistant treasurer and assistant secretary in 1949.
- David Lamb has been named manager of the Box Toe Division of Bixby Box Toe Co., Inc., Haverhill. He succeeds the late Earl Gauthier to whom he was assistant.
- Charles O. Christy, superintendent of the former Heywood Boot and Shoe Co. in Worcester, Mass., has joined Thompson Bros. Shoe Co. of Brockton as factory superintendent. Thompson Bros. recently purchased dies, lasts and equipment of Heywood and is transferring all material to its Brockton plant. Christy has had long experience in the manufacture of men's fine shoes.
- Frank S. Laub recently completed 50 years of service with Breyman Leather Co. of Portland, Ore. Laub has held the job of leather buyer with the firm for the past 30 years. He was honored at a party sponsored by the company and presented with a gold wrist watch. The firm changed hands last Feb. following the death of A. C. Breyman. Roger R. Gibbons is now president and general manager.
- Irving Edison of Edison Bros. Shoe Stores, Inc., St. Louis shoe chain, will be principal speaker Dec. 9 at the 16th consecutive semi-annual profit-sharing distribution held by the Hartnett Tanning Division of Colonial Tanning Co. The event will be held at the Ayer, Mass., high school auditorium.
- Jerry Burg, Cincinnati sales representative of Pero & Daniels of Jamaica Plain, Mass., has been named manager of the firm's newly-opened plant in Cincinnati. Pero & Daniels will make a full line of coated and uncoated bindings, gores and trimmings at the new plant.

- Frances Russell has joined Bernardo Sandals, Inc., of New York City as publicity director and fashion coordinator. The company makes women's sandals. Dino Sonnino is president
- Henry M. Dubin has been ap-

pointed sales manager of Omega Shoe Co., St. Louis manufacturer of "Junior Leaguer" casuals.

- Max Remis has resigned as stitching room foreman with Lunder Shoe Corp., Dover, N. H.
- Carl Freedman, formerly stitching room foreman at Sandler Moc Co., Inc.,, Bangor, Me., has joined Lown Shoes, Inc., of Auburn, Me.
- Steve Bradeen is pattern maker at Belgrade Shoe Co., Auburn, Me. He was formerly associated with Hallowell Shoe Co. of Hallowell, Me.

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#### ITALIAN CHESTNUT EXTRACTS

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#### NEWS QUICKS

About people and happenings coast to coast

#### California

 Assignee of Vic Colton Shoe Mfg. Inc., 146 W. 21st St., Los Angeles, is reported considering liquidation of assets.

#### Illinois

• S. Buchsbaum & Co., 1747 S. Michigan Ave., Chicago, is considering

an amended Chapter XI plan which would provide for a creditors' committee to take over capital stock and direction of the company's operations.

#### Indiana

 Culver Mfg. Co., Inc., Poneto, has purchased the lasts, dies, patterns and production equipment of Hubbard Shoe Division of Weyenberg Shoe Mfg. Co., Milwaukee, Wis.

#### Maine

 Alfred P. Walker has joined Holmes Stickney, Inc., 15 Lowell St., Portland.

#### Maryland

• The first meeting of creditors in the bankruptcy case of Mason-Dixon Juvenile Shoe Co., Inc., Baltimore, was held last week.

#### Massachusetts

- An involuntary petition in bankruptcy has been filed against Salwin Leather Co., Inc., So. Canal St., Lawrence, with claims aggregating \$716.26.
- Jamieson Bros., 410 North Lamar St., Dallas, Texas, will handle Korn Leather Company's (Peabody) complete line of side leather and splits in the Southwestern states.
- W. L. Pierce, Thomas Griffin Leather Corp., 85 South St., Boston, will be the New England sales agent for R. S. Pitts Mfg. Co., Hanover, Pa. Pierce will sell Pitts' entire line of flexible insoles and other flexible leather products.
- The factory buildings of Heywood Boot & Shoe Co., at the corner of Harding and Winter Streets, Worcester, are for sale. The buildings contain about 105,000 square feet of floor space and are equipped with full sprinkler system, five elevators, steam heat, modern lighting fixtures and power lines.
- The 60th year of its founding is now being celebrated by Armstrong Shoe Co., Inc., 106 Main St., Gloucester, which has been under the same family ownership during this time. In observance of this event the company is conducting a sale of its footwear at greatly reduced prices.
- S. B. Foot Tanning Co. of Mass., 145 South Street, Boston, is moving to 159 South Street.
- Pero & Daniels, Inc., 315 Centre St., Boston, has set up an auxiliary plant at 2413 Boudinot Ave., Cincinnati, Ohio.
- Nine-Twelve Shoes, 80 Lafayette Square, Haverhill, is moving to 38 Main Street.



# Your Blueprint for Enduring Toe Comfort "Celastic" Box Toes

Months of wear are hard on any shoe but for an extreme test, take this on-the-job shoe worn for 8 months by James F. McCaul, construction engineer of Nashville. Note how the toe area of this shoe

made with "Celastic" is completely smooth and free of wrinkles. Mr. McCaul says: "These shoes gave me real comfort, with no wrinkles in the toes. I'll buy the same brand of shoe again, you may be sure."



There is one big reason why manufacturers and retailers can be sure of wearer satisfaction when "Celastic" is the foundation of the toe. It's the positive fusion between box toe and lining. For toe comfort and style that endure, specify "Celastic" Box Toes.

UNITED SHOE MACHINERY CORPORATION



\*Celastic is a registered trademark of the Celastic Corporation

- Town & Travel Shoe Mfg. Co., 20 Vernon St., Somerville, has recently been organized by Nathan Levy as president and Albert Shape as secretary-treasurer.
- George Gillis Shoe Corp., 79 Rollstone St., Fitchburg, has been sold. George H. Gillis, president and treasurer, remains as active manager.
- Negotiations are under way for the possible relocation of Hamilton Shoe Company, Boston, in the city of New Bedford. The present problem of the company is getting workers experienced in sloe manufacturing.

#### Missouri

- United Shoe Workers of America, CIO, has been certified by the National Labor Relations Board as a bargaining representative of production and maintenance employes at Selwyn Shoe Manufacturing Corp., Boonville.
- Mercury Shoe Co., Washington, has been formed to manufacture women's footwear. Jack Altman and Sam Wolff are the principals.

#### **New Jersey**

· Winworth Company, Inc., has

moved its offices to 43 Oak St., Delawanna, where it will warehouse and service the trade with its own brands of belting and industrial leathers, hydraulic and packing leathers, strap and specialty leathers, and offal, Mr. Richard Offringa, Jr., formerly Assistant Sales Manager of Hans Rees Sons, has joined the company as President.

#### **New Hampshire**

- Franklin Footwear, Franklin, which now employs about 125 people, needs an additional 100 workers.
- Internal Revenue Bureau, Portsmouth office, has seized the physical assets of Royce Shoe Co., Newmarket, manufacturer of women's novelty footwear, in order to satisfy two liens of \$29,000 and \$36,000.
- A representative of a Manchester slipper and sport shoe manufacturing firm has been inspecting possible expansion sites in Keene. Among the locations visited were the South Keene property of the Keene Savings Bank and the Woodward Motors building.

#### **New York**

• The Garfield, New Jersey, plant of

- Supreme Footwear Inc., manufacturer of women's shoes, will be moved to Saranac Lake about January 1 and will employ about 150 persons.
- The account of the Upholstery Leather Group, Inc., an affiliate of the Tanners' Council of America, will be handled by John Falkner Arndt & Co., Inc., of Philadelphia.
- Chapter XI plan has been abandoned by Chesterfield Shoe Co., Inc., 620 Greenwich St., N.Y.C. There will be an adjudication at a hearing before Referee John E. Joyce. Irving M. Berner has been elected trustee in bond of \$5,000. The company's liabilities are reported at about \$49,000.
- Inventive Design, Inc., 527 Lexington Ave., N.Y.C., a firm created by Merry Hull, will soon launch new designs for women's and children's shoes.
- Local 1712, United Tannery & Leather Workers Union of Fulton and Montgomery Counties, is asking for a 20-cent-an-hour pay raise. The union is also seeking a pension plan, a paid holiday Election day, an increase in all paid holdiays from \$10 to \$15 and abolition of the escalator clause.



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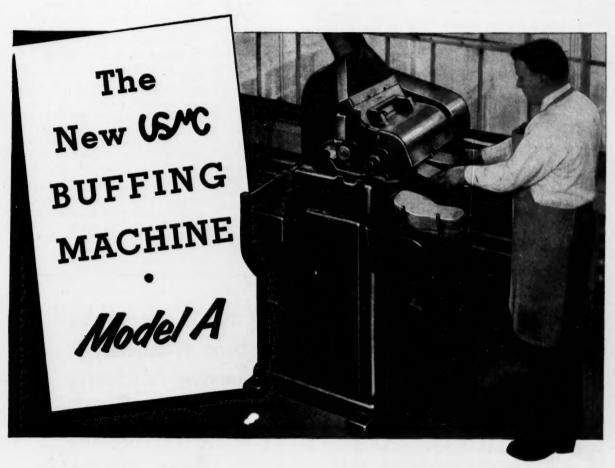
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This new United machine uses a specially developed air cushion type blanket on a high speed oscillating 12" buffing roll. It can be fitted for buffing unattached soles and taps of leather, rubber or synthetic. It produces a soft even nap or a coarse rough texture (suitable for cementing) and gives outstanding production advantages and economies.

For information about the new UST Buffing Machine — Model A, get in touch with your United branch office.

UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS

- The Guild of Better Shoe Manufacturers will display its line of warm weather shoes during the week of Jan. 11 in member showrooms in New York City.
- Cortez Trading Corp., 100 Gold St., N.Y.C., has filed a voluntary petition in bankruptcy with liabilities listed at \$346,476 and no assets.
- An extension has been granted to Triple Novelty Footwear Co., Inc., 52-01 Flushing Avenue, Maspeth, by the creditors' committee. Under a proposed agreement a 100 percent payment would be made over a 36-month period. Liabilities of the company are scheduled at \$686,000 and assets at \$455,000.
- Due to foreclosure of chattel mortgage for \$3200, the plant and equipment of Myrtle Footwear Corp., 990 Myrtle Ave., Brooklyn, was sold at public auction recently.
- On January 1, 1954, Hooker Electrochemical Company will start shipping liquid caustic soda and liquid chlorine from its new plant in Montague, Michigan.

#### Pennsylvania

• Wohl Shoe Co. has asked U. S. District Court for an injunction against Jacqueline Slipper Co., 1130-32 S. 11th St., Philadelphia, in order to restrain the slipper company from using the name "Jacqueline."

#### Canadian Notes

• Exports of raw hides and skins increased sharply to \$5,637,000 during the first nine months of 1953 compared with \$3,746,000 in the corresponding period of 1952 and exports of leather and products reached \$6,669,000 in this period against \$4,557,000 last year, the Canadian Government reports.

Export of raw hides and skins has declined steadily in past few months, dropping to \$532,000 during September against \$604,000 in August and \$776,000 in July. However, export of leather and products jumped up to \$1,083,000 in September as against \$685,000 in August and \$850,000 in July.

• Canadian chain shoe stores' sales advanced 5.1% in dollar volume dur-

ing the first nine months of 1953 compared with the same period of 1952, rising 1.1% in Sept. over the same month a year ago and value of stocks increasing 13.6% in this period. Salesstock ratio of such chains stood at 6.0 in September over the 5.4 a year ago Sept., with stock turnover rate at 2.1.

• Latest nationwide survey of Canadian boot and shoe manufacturers, except rubber, reveals 19,709 employes at Aug. 1, 1953. Average weekly salaries and wages advanced to \$38.76 against \$38.19 at July 1 and \$38.04 a year earlier at Aug. 1, with hourly earnings rising to 93.2c against 92.7c at July 1 and 88.7c at Aug. 1 a year ago.

Average hours of work per week in the industry were 38.4 at Aug. 1 against 38.0 at July 1 and 40.1 a year earlier. Wage-earners numbered 13,430 at Aug. 1 and average weekly wages advanced to \$35.79 against \$35.23 at July 1 and \$35.57 a year ago.

• Latest survey by federal authorities reveals that in 1951, 31.2% of Canada's manufacturers of leather products were classified as individual ownerships, 12.8% were partnerships, and 56% incorporated companies.





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MFR. patented glove tanning equipment. Fine cutting dies. Carnauba liquid wax. Prime dressing oil for cutting boards. Dryren brush for staining leather edges. Small map meas-urer, inches to miles, centimetres to kilometres, easy to read inches in patterns and leather. Every leather goods business should have one a fine Christmas gift.
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#### Representative Wanted

WANTED: Commission representative in the Chicago area with experience in and contact with the handbag, waist belt and novelty leather trade. Submit references, experience, etc. Address L-4, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, III.

#### Cash Buyers of All Grades of Animal Hair

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#### Wanted

USED STEHLING WRINGER 72" Mechanical or Hydraulic. State condition and price.

Address L-6, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

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HEEL COMPRESSOR. Good to press toplifts or build up heels. Very reasonable. condition.

Address L-12. c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### **Help Wanted**

#### Salesman

A WELL ESTABLISHED Eastern firm is interested in securing the services of a salesman familiar with transmission, hydraulic and specialty leathers. A splendid opportunity for advancement for the right man. All replies will be held strictly confidential. Address K-18, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### Rates

Space in this department for display vertisements is \$5.00 per inch for insertion except in the "Situations Wa column, where space costs \$2.00 per for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

tions wanted."

Minimum space accepted: I inch. Copy must be in our hands not later than Monday morning for publication in the issue of the following Saturday.

Advertisements with bex numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

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#### Supt. and Foreman Wanted

SUPERINTENDENT AND FITTING ROOM FOREMAN for a modern shoe factory. Excellent opportunity for men with American sheemaking experience who wish to settle or remain a few years in Israel. Write giving complete shoe manufacturing experience, personal information, photograph, and salary required. Address L-2, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

#### Wanted

Technical Service Representative — Excellent opportunity with well known chemical company for man with good background and experience in tanning and fatliquoring leather Sales personality necessary. Write details of education, experience, and salary requirements. Box Y-2, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

#### Representative Wanted

A WELL ESTABLISHED leather finish manu-A WELL ESTABLISHED leather finish manufacturer is looking for a qualified representative to cover the West and Middle West. Good opportunity for the right man. On commission basis. State experience. Address K-24, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

#### Salesman Wanted

SALESMAN WANTED to handle sole leather products for the Finding Trade. State previous experience. Commission basis. For full ous experience. particulars, write

> c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### Situations Wanted

#### Superintendent

Shoe factory superintendent with good record seeks change. Knows cement process thoroughly and is ready to show that he can improve quality and production. Address Box X-12. e/o Leather and Shoes, 10 High St., Boston 10, Mass.

#### Stitching Room Foreman

Experienced and capable stitching room man available. Best of references. If interested apply Box X-7, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

#### Stockfitting Foreman

If you need a man to solve your stockfitting problems, I think I am the man you seek. Apply Box X-8, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

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22 YEARS EXPERIENCE as technical director in Europe and this continent. Expert advice from beamhouse to shipping room. Side leather, calf, suede, luggage, glove, stuffed leather, and splits. Will guarantee a first class product, good yield, low cost. Address L-7, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### Supt.-Chemist

TANNERY Superintendent, qualified chemist, with 25 years' experience in tannage of sole and other vegetable leathers, desires a similar position in U.S.A. or Canada.

Address L-8, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### Side Leather Tanner

SIDE LEATHER TANNER, with experience of chrome and retan leathers, is willing to relo-cate anywhere in the States.

Address L-9, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### 2 Leather Technicians

TWO LEATHER TECHNICIANS, both chemists, desire to work as a team controlling side leather production, tanning, and finishing.

Addess L-10, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

#### Cutting Room Foreman

Running cutting room 25 years, understands upper leather. Can teach help and willing to go anywhere if job warrants. Address Box Y-3, c/o Leather and Shoes, 10 High St., Boston 10, Mass.

#### Tannery Office Man

POSITION WANTED: Have had 12 years exrosition wanted: Have had 12 years experience as assistant office manager for a tannery. Accounting background. Wish to make a change and would like similar position as I know tannery details from A to Z. Willing to relocate if opportunity warrants. Address L-3. c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

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Amalgamated Leather Cos., Inc American Color & Chem. Co., The American Extract Co	14 33 27		14
American Thread Co	18		24
Armstrong Machine Works	38 42 35	Ohio Leather Co., The	10
Calzado y Teneria Campello Shank Co. Cipo, Inc.	40 16 18	Quirin Leather Press Co. 2 Respro Inc. 4 River Plate Corp., The 3	13
Dyo Chemical Co	25 38	Robeson Process Co	3
Gallagher, Paul, & Co., Inc. Gallun, A. F., & Sons Corp. Gebhardt, A. L., Co. Geodrich, B. F., Co., Ind. Prods. Div. Griswold, George H.	33 2 29 3 41	Schiff, Lawrence, Silk Mills I Schlossinger & Cia. Ltda 2 Seton Leather Co. 3 Standard Dyewood Co., Inc. 3 Stehling, Chas. H., Co. 2	60
Gudebrod Bros. Silk Co., Inc	28 26 25 7	Taber Pump Co.         3           Tanexco, Inc.         3           Tannade Co., The         1           United Shoe Machinery Corp. 10, 37 and 3	49
Lawrence, A. C., Leather Co 22 and Leatex Chemical Co	23 32	Whittemore-Wright Co., Inc. 3 Winslow Bros. & Smith Co. 10	





LYNN INNERSOLE CO., ALLSTON, MASS.

#### Norman McDonald

. 60, shoe manufacturer, died suddenly Nov. 2 following a long illness. He had suffered from a heart ailment. A prominent figure in the shoe industry, McDonald was president of Johnson-Stephens & Shinkle Shoe Co., St. Louis shoe firm. He joined the firm many years ago as assistant to the late Howard V. Stephens and served as sales manager for many years. He was elected president in 1948 after serving as vice president and later executive vice president. Survivors include two brothers, Leo F. McDonald, a sales representative for the firm, and Robert . J. McDonald; and two sisters, Mrs. Bernard Goedeker and Miss Margaret McDonald.

#### Frank Werner

... 85, shoe executive, died Nov. 5 in San Francisco, after a long illness. He was founder and former president of Frank Werner Co. which was sold last year to Bally, Ltd. of Switzerland. One of the country's leading shoe merchants, he was first president of the California Retail Shoe Association and was actively influential in shoe styling. He retired a year ago due to ill health. His son, Russell, survives.

#### Thomas J. Keane

... 84, shoe executive, died in Exeter (N.H.) hospital following a short illness. He had been active in the shoe manufacturing industry for many years, having served as packing room foreman at the old Gale Bros. shoe factory in Exeter for some time before retiring. He was also active in fraternal organizations and was a director of the Rockingham National Bank. He leaves a daughter, Mrs. Hubert Gallant; five grandchildren and seven great-grandchildren.

#### Frank McDermott

...71, shoe union executive, died Nov. 7 after a brief illness. A retired employe of Goldcrest Shoe Co. in Lynn, he was prominent in the affairs of Mixed Local 2, United Shoe Workers of America, CIO. He had lived in Lynn and Peabody for many years. Survivors include two sons, four daughters, three sisters and nine grand-children.



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